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PUBLISHED WEEKLY AT 42 CANNON STREET, LONDON, E.C.4.

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No. 2594.

OCTOBER 26, 1929

Vol. CXI.

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80 oz. bottle	Retail 1/3
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Bismuth Carb.	2 parts

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RETAIL
PRICE

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IN
GREAT
BRITAIN



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RETAIL
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IN
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During November and December, the Empire Marketing Board will be inserting an advertisement for National Mark Produce, including National Mark Malt Products, in a large number of papers circulating throughout the country. The Board will also be making a wide issue to the public of a descriptive leaflet, giving full information about every National Mark Product, copies of which will be sent, post free, on application to the Empire Marketing Board, Westminster, S.W.1.

The National Mark Scheme represents an organized effort by our home producers to meet the requirements of the Trade, and will gradually be extended to more and more varieties of Home-grown Produce.

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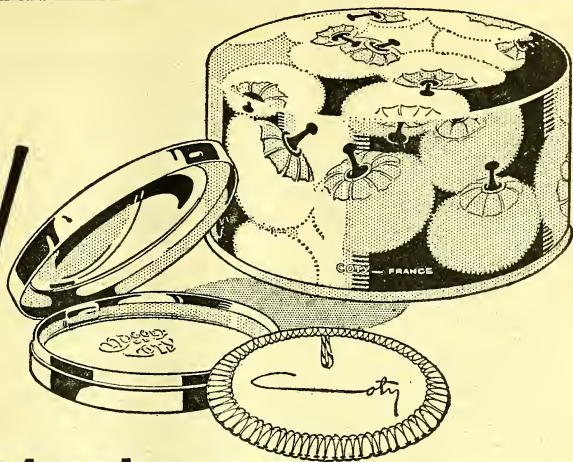
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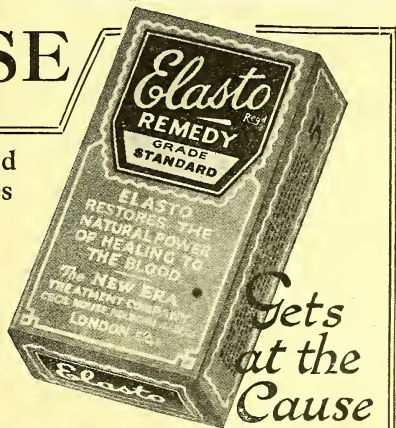
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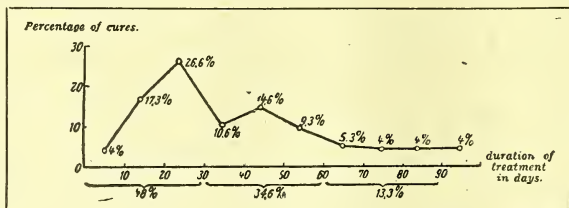
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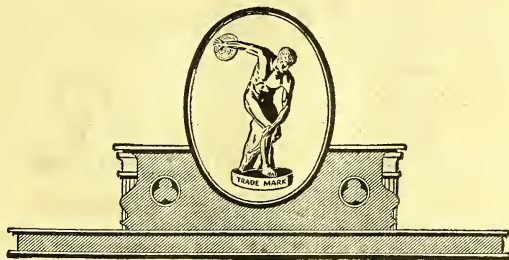
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The Work in its 2 Vols. is recognised as of unique value as an up-to-date reference Book in everything appertaining to the Therapeutic Use of Drugs. It embodies the Latest and Most Varied Information on Chemistry, Pharmacy, Therapy, and Allied Sciences.

Both Vols. can be forwarded together to any part of the world, price 50/- net post free.
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Published
by

H. K. LEWIS & CO. LTD., 136 Gower Street, LONDON, W.C.1

Also obtainable from

Wm. Martindale, Mfg. Chemist, 12 New Cavendish Street, London, W.1



EVANS' PASTILLES

Our National Advertising this autumn includes three insertions a week in the "Daily Mail."

The campaign is now in full swing.

Take advantage of our special Display Terms whilst they last.

EVANS' PASTILLES PAY TO DISPLAY!

Evans'

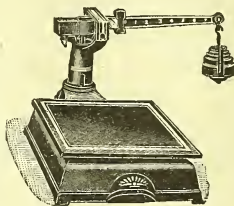
EVANS SONS LESCHER & WEBB LTD.
LIVERPOOL & LONDON

WE HAVE BOUGHT SEVERAL HUNDRED
OLD-TYPE PERSONAL WEIGHING MACHINES
—CAN WE
BUY YOURS?

CHEMISTS

HAVE MOVED WITH
THE TIMES

They have attractively fitted windows, interesting counter displays, handsome show-cases. BUT—many still retain the old fashioned type of Weighing Machine. It requires personal attention, wastes time, is unattractive, and unremunerative.



FROM OUR
POST BAG

DEAR SIR,

I wish to say how delighted I am with the Autoway. It has far exceeded my expectations as regards returns, and if I had only realised before what a splendid asset to business it was I should have had one long ago. I have nothing but praise for the Autoway.—
A. C. Brocklehurst, M.P.S.,
130 Breckfield Road North,
Liverpool.

SELL the OLD
BUY the NEW



THE AUTOWAY
BAROMETER OF HEALTH

The crowning glory of the modern pharmacy. It requires no attention, but is so very attractive it almost invites pennies. With it goes the free Infant Balance. These two machines are time savers and business builders. They pay for themselves.

AUTOWAY Coy. 13 Wellington St., Glasgow
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172 Chapel St., Manchester

Have a "Pinch"
with me—

"Dispello"
CATARRH
SNUFF

The
Waistcoat
Pocket
as a
Salesman !

At the present time when head-colds are rife, everyone is a purchaser of "Dispello" Catarrh Snuff. Some Chemist is supplying the demand. **Is it you?**

Try the "Have a Pinch" idea, by putting in a full-dress window display. Then give one of the little envelopes (containing sufficient "Dispello" for a generous snuff) to every person who enters the pharmacy—including the Commercials, if you like. Keep the non-sift box of "Dispello" in your waistcoat pocket—tell your assistants to do the same—and offer a pinch to everyone who has Catarrh or a "Snuffy Cold"; if he hasn't now he will have sooner or later.

"DISPELLO" CATARRH SNUFF is compounded from Oils of Eucalyptus and Pine, Terebene, Bismuth-Oxynit, Boric Acid and Menthol, and is made in the Laboratories of

AYRTON'S OF LIVERPOOL

FREE SAMPLES

The little envelope shown in the corner contains a generous snuff. Free samples equal to the quantity of your order are sent with goods and window display is provided on request.

Per dozen	...	...	...	4/6
6 dozen	...	...	...	at 4/3
Gross lots	...	...	...	at 4/-

1-dozen box (to show display outer)
will be sent post free for 4/6.

Have a "Pinch"
with me—
"DISPELLO"
CATARRH SNUFF

Ayrton, Saunders & Co. Ltd.
LIVERPOOL ENGLAND

COMMERCIAL MOTOR TRANSPORT EXHIBITION

Patron: H.M. THE KING

NOV. 7-16

DAILY 10 till 9

Organised by the Society of Motor
Manufacturers and Traders Ltd.

**Latest Designs of
Vehicles for Goods &
Passenger Transport
and General Utility
purposes**

**A wide range of Vehicles
particularly designed for
the Distributive trades**

**ADMISSION - - 2/-
except Saturdays - - 1/-**

OLYMPIA

LONDON. W.

Winter Lines?

HAVE you ever realised the extra profit you can gain by making up and selling your own Cough, Influenza or Cold Cure?

We can supply you with Labels, Cartons and Showcards from stock, or print same with your own wording. May we send you a range of samples?

Just send us a postcard stating requirements, and we will forward by return.

*Our printing is the best, our prices are low
and we understand the requirements of Chemists*

SUTTLEY & SILVERLOCK, Ltd.

Chemists' Printers with over a century's experience

92 BLACKFRIARS ROAD, LONDON, S.E.1

*We supply Showcards with all our Toilet Rolls, thus helping your sales.
Sample set showing qualities with prices will be sent on application.*

BIGGER SALES MORE PROFIT

WHEN you lift down the familiar Castols canister do not lose sight of the Castols tins, retailing at 9d. and 1/6. Every customer for the popular 1½d. packet is a potential buyer of one or other of these tins.

Point out the convenience of having a supply of Castols in the house always ready for use when required. The extra profit per sale makes the extra effort well worth while.



The small (9d.) tins are now issued in attractive and convenient display outers of one dozen. They are printed in harmony with the large canisters and can be arranged in various way to make the best use of the display space available.

To EXPORT BUYERS—All orders and enquiries should be addressed to our Sole Export Agents
Wm. ALFRED JONES Ltd., West India House, Liverpool

THOMAS KERFOOT & CO. LTD.
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N1
ESTABLISHED 1797.

D/397

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GUARANTEED PURE ENGLISH PEPPERMINT OIL

Grown & Distilled from Mitcham Plants

By

Chivers & Sons Ltd.,
Histon, Cambridge, England.

SAMPLE AND QUOTATION ON REQUEST FROM THE SOLE SELLING AGENTS

BRUCE STARKE & CO., 16 WATER LANE, GREAT TOWER ST., LONDON, E.C.3



MOHAWK BRAND OIL PEPPERMINT

IT IS OUR AIM to keep MOHAWK BRAND in its present eminence as the highest standard of Peppermint Oil. Unsurpassed purity and delicacy of flavour.

Single or Redistilled qualities in 28-lb. tins or 20-lb. tins. Smaller packages if desired.

For samples and quotations, spot or forward, please apply to sole agents for Great Britain and Ireland:

The Old Strand Chemical and Drug Co.,
LIMITED

41 Great Tower St. (22 Beer Lane), London, E.C.3

Telephone : Royal 8737 (2 Lines).

MAGNUS, MABEE & REYNARD, INC. NEW YORK U.S.A.

Saville's
LATEST SHOWPIECE

June

PERFUME TESTING STAND

AS ILLUSTRATED



An essentially artistic and novel production.

The popular figure of "Miss June" is embossed by patent process in imitation of porcelain ware.

The Rod-Stoppered Testing Bottle (filled ready for service) is of particularly pleasing outline—Hand-Cut and Polished.

IS NOW READY FOR DISTRIBUTION

This exceedingly attractive Combination SHOW-CARD and TESTING STAND is one of the most effective "Sales Promoters" yet devised.

PLACED IN A PROMINENT POSITION on your COUNTER you will appreciate its magnetic influence in attracting NEW BUSINESS.

Sent Post Free on request with all orders for ~~other~~ Perfumery series value £5 & over.

SAVILLE PERFUMERY LIMITED - - WATFORD, HERTS.

A well-kept hand is the hall mark of refinement!

WILL YOU ACCEPT 6/- EXTRA PROFIT?

(CASH WITH ORDER ONLY)

"Veldt Cream" *the unequalled preparation which does whiten hands and arms, is now packed in*
3d. Tubes (½oz.) 3 dozen in Show Box

LINK UP WITH OUR NATIONAL ADVERTISING BY DISPLAYING PROMINENTLY IT SELLS! IT SELLS!! IT SELLS ALL THE YEAR ROUND!!!

We look upon this 3d. tube as a form of sampling, yet bringing you profit. Send us a P. O. or check for 27/- for one gross and we send you

ABSOLUTELY FREE ½ doz. 1/- size (3 oz. bottles) in handsome container for counter. This is a permanent offer and a form of supplementary advertising. Show matter included carriage paid, or try one 3 doz. show box from your usual patent house.

Sole Manufacturers:

The "Veldt" Laboratory.

Louth,
England

NEROLI & ORANGE FLOWER PRODUCTS

Our complete range of Artificials will allow a cheap replacement in many formulas, which will become necessary owing to the advance in price of the naturals, due to the severe weather having had disastrous effects on the trees.

NEROLI SUPREME

NEROLI. K.

NEROLI. R.

NEROLI SUPERIOR

NEROLI EXTRA

NEROLI. S.

ORANGE BLOSSOMS 1244

ORANGE BLOSSOMS 1247

AURANOL FLORA (Orange blossoms novelty)

FLEURANGEOL E 1396 } New bases for

FLEURANGEOL S 1397 } Orange Blossoms.

A range of Samples and Prices on application.

CHAS. ZIMMERMANN & CO. (Chemicals), LTD.
 St. Mary-at-Hill, London, E.C.3.



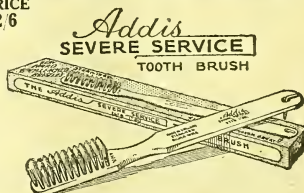
A
**KEEN
 BLADE
 AT A
 KEEN
 PRICE**

The Blade that SELLS as it SHAVES—
"LIKE GREASED LIGHTNING!"

Obtainable from all Leading Wholesalers.

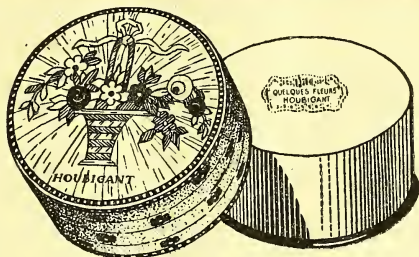
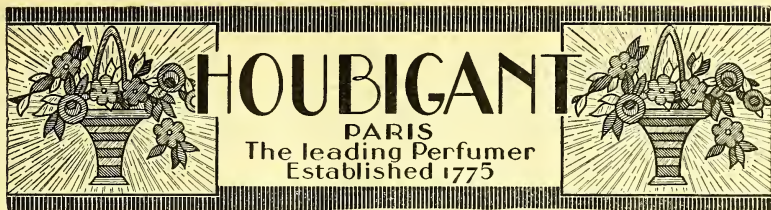
Dept. C.D. "Wanle" Distributors:
 c/o ROEBUCK'S ADVERTISING SERVICE
 Salisbury Square House, Salisbury Sq., Fleet St., London, E.C.4

PRICE
 2/6



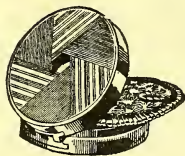
ADDIS BRUSH WORKS
 Hertford, England.

ESTABLISHED 1780



Our Famous FACE POWDERS

In Quelques Fleurs and other popular perfumes.
To Retail at 1/9 and 3/- Wholesale 12/7 and 21/7 per doz.



Our Wonderful COMPACTS

Quelques Fleurs, etc.
To Retail at 1/9, 2/6 and 4/3
Wholesale 12/7, 18/- and 30/7
per doz.

ATTRACTIVE SHOWCARDS SUPPLIED.

Price Lists from :

PARFUMERIES DE PARIS, LTD.
ACTON, LONDON, W.3

MERCOLIZED WAX

— : for the Complexion : —

and

STALLAX

— : a Shampoo : —

TWO substantial and well-advertised lines which show a handsome profit to the Retailer, and, moreover, may be stocked fearlessly owing to the Manufacturers' most liberal Sale or Return Guarantee.

Both are obtainable in two sizes, and their reputation and sterling value assure a steady turnover.

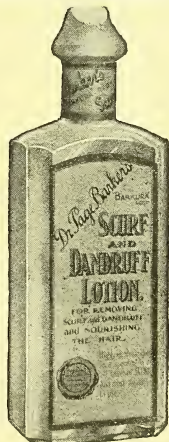
Order through your Wholesaler, or direct from :

DEARBORN (1923) LIMITED

37 GRAY'S INN ROAD,

LONDON, W.C.1.

Telephone - - - HOLBORN 9669



With every order for 3 dozen you get three 2/6 bottles as bonus, handsome metal showstand, and attractive showcards.

Dr. Page-Barker's Scurf & Dandruff LOTION

**The recognised
specific for scurf**

EVERY bottle of Dr. Page-Barker's Scurf Lotion bears a positive guarantee that it will eradicate scurf or the purchase price will be refunded. This makes it the easiest to sell of all hair and scalp specifics. And the profit is handsome.

2/6

P.A.T.A.

PER 18/- DOZEN

SEE OUR NEW AND ARTISTIC SHOWCARDS

WRITE FOR EXPORT TERMS

THOS. CHRISTY & CO., 4-12 OLD SWAN LANE, LONDON, E.C.4

The two incomparables

H.B.T.

Aseptic Toilet Soap

Made with the expressed juices of Living Plants.

The most healthful-healing and Tonic Soap in the World.

H.B.T. ASEPTIC TOILET SOAP

Tablets ($\frac{1}{4}$ gross boxes)

9d. each Tablet.

3 Tablet boxes 2/3

H.B.T.

Aseptic Shaving Soap

Made with the expressed juices of Living Plants.

The end of all shaving troubles.

H.B.T. ASEPTIC SHAVING SOAP

Sticks 1/- each.

1 doz. in Display Boxes.

These Soaps are going so well that we are increasing your discount from 25 per cent. to 33 $\frac{1}{3}$ per cent. nett monthly accounts—whether ordered direct or from your usual wholesale house.

HUNTER BEATTIE, 25 Monteith Row, Glasgow, S.E.

B.C.M./H.B.T.

Stocks of H.B.T. ASEPTIC SOAPS are held by:—

SANGERS, LTD., 42a Hampstead Road, N.W.1.

FRANCIS NEWBERRY & SON, LTD.,

Charterhouse Square, E.C.1.

MAY, ROBERTS & CO., 7-13 Clerkenwell Road, E.C.1.

BUTLER & CRISPE, 81-82 Clerkenwell Road, E.C.1.

EVANS SONS LESCHER & WEBB LTD.,

56 Hanover Street, Liverpool.

JAS. TAYLOR (TRONGATE), LTD.,

132 Trongate, Glasgow, C.1.

T. & H. SMITH, LTD., 32-34 Virginia Street, Glasgow, C.1.

COCKBURN & CO., LTD.,

130-140 Howard Street, Glasgow.

DUNCAN, FLOCKHART & CO.,

104, 106, 108 Holyrood Road, Edinburgh.

Sole Agents for Northern Ireland:—SHAW & JAMISON, LTD., BELFAST.

78% PROFIT ON AMAMI

Christmas Bonus Manicure Parcel



HERE is the most "sellable" low-priced Manicure Set ever produced. Christmas is its special season. For your benefit—and ours—we want to see it in every Chemist's Window. For a Window Display to link up with our November and December advertising in the *Daily Mail*, *Daily Mirror*, *Daily Sketch* and the popular weeklies, we offer a Christmas Bonus Parcel from October 14 to 31 as follows:—

	COST	SELLING PRICE
2½ doz. 6d. Nail Stones	8:4	12:6
1 doz. 1/9 Manicure Sets	14:0	21:0
¼ doz. 3/6 Manicure Sets	4:8	7:0
¼ doz. 1/- Nail Varnish	Free	3:0
	27:0	43:6
Less 10% Window Display	2:8	
[Each parcel contains a new centre-piece and showcard.]	24:4	43:6
	Net Profit	19:2

PRICHARD & CONSTANCE (Mfg.) LTD.
11 BROAD STREET, W.C.2

There's nothing quite so good as

ANZORA

IT MASTERS THE HAIR



Anzora Cream for greasy scalps and Anzora Viola for dry scalps. Obtainable from Wholesalers.

TERMS: 12/- dozen, retail at 18/- dozen; 20/- dozen, retail at 30/-

If unable to obtain from your wholesaler write to Anzora Perfumery Co., Ltd., Willesden Lane, London, N.W.6.

There are several imitations, but there is nothing quite so good as ANZORA. Both for the user and for you. It is always selling—every day and all day bottle after bottle of ANZORA is sold. Don't experiment with substitutes—rely on ANZORA.

A SUPPLY OF ATTRACTIVE SHOWCARDS AND CUTOUTS SENT POST FREE.

Tried & Proved

Rowland's Macassar Oil is no new preparation; it has been used all over the world for more than 136 years and everywhere it is held in the highest esteem. It is guaranteed to

P.A.T.A.

3/6, 7/-

& 10/6

Red for dark hair; golden for fair or grey hair. From all Wholesalers



Rowland's Macassar Oil

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1

HAIR

BURMAN
CLIPPERS

For SURGICAL and VETERINARY PURPOSES.

HAIRDRESSERS' CLIPPERS

The British-Made Hair Clipper.



Dainty Shingling Clippers for Ladies' use.

BURMAN & Sons, Ltd., BIRMINGHAM



A NEW PALMOLIVE PRODUCT

PALMOLIVE Shampoo starts with the big initial advantage of the Palmolive name.

Palmolive was the first quality soap sold at a quantity-production price. Now Palmolive invades the shampoo field—with the finest shampoo that money can make or money can buy—retailing at only 3d. a packet. And carrying a good profit.

Palmolive Shampoo is half-sold long

before it reaches your counter. Every user of Palmolive Soap is a "live" prospect—eager to try this new product of the firm that manufactures the most popular beauty soap in the world.

The quality is right—the price is right—and the profit is right.

Palmolive Shampoo is going to build up a big turnover, with big and increasing profits, for every retailer who carries it.

PALMOLIVE SHAMPOO

COLGATE-PALMOLIVE-PEET LTD., 21, EAGLE STREET, LONDON, W.C.1.

WARDONIA

**"NEW
EDGE"**

20/-

per box
of 120
Blades.



**Sells at
4 for 1/-**

Every blade
guaranteed.

**The
Blade with
the Big Demand**

This nationally-advertised, quick-selling, Sheffield-made Blade offers you a clear 50% profit (on cost). Good show material with each order.

Sole Makers: Order now from your usual wholesaler or direct from:
THOMAS WARD & SONS, LTD., Wardonia Works, SHEFFIELD, ENG.

One Good Turn Deserves Another

DISPLAY AND SELL

AMO SHEFFIELD STEEL BLADES



RETAIL AT
1'6 D.
FOR TWELVE
Display Matter
Provided

**SUPPORT THOSE WHO
ARE CREATING TRADE
AND PROFITS FOR YOU!**

Attractive Advertisements are appearing during period from October 16th, 1929, until November 15th, 1929, in the following important newspapers, etc., having an approximate combined circulation of over 5,500,000—
Daily Express—Daily News—Evening News—Star—John Bull.

LARGE PROFITS Enquire of your Wholesaler for trade quotations

OR DIRECT TO

AMO SAFETY RAZOR BLADE CO., LTD.,
BROAD STREET HOUSE LONDON, E.C.2.
'Phone—Avenue 8846. 'Grams—Uzecnarnos, Ald, London

**a new
Swedish blade**
with a
powerful
selling
appeal



matador
gives 3 shaves more

Distributors:
THOS. CHRISTY & CO.
4-12 Old Swan Lane, E.C.4.



MATADOR is a safety blade made of Swedish tempered ribbon steel—the finest in the world for safety blades. It is sharper. It lasts longer.

An extensive advertising campaign for Matador Blades has commenced. Advertisements are appearing regularly in STRAND MAGAZINE, WIDE WORLD MAGAZINE, HUMORIST, JOHN BULL, PASSING SHOW, TIT-BITS, PUNCH, etc.

A wide and steadily increasing sale is assured. Send your order now.

Each advertisement features the unique selling point—

The Original & Genuine
Farina Gegenüber
Eau de Cologne

Shampoo

Black, Silver
 and Grey
 Sachet, with
 Red Crest.



To the incomparable range of
 Farina Gegenüber Products
 there has now been added . . .
 Eau de Cologne Shampoo

Perfumed with the Original and Genuine Farina Gegenüber Eau de Cologne.



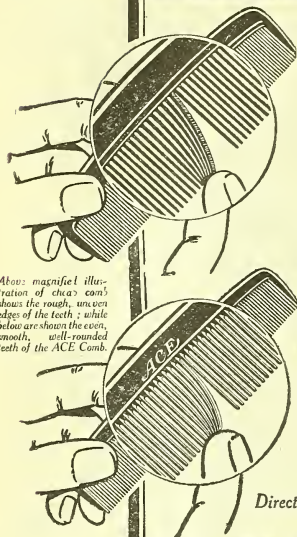
Attractively Packed in Display Outers
 of 12 Packets to retail at 4½d. per packet.

Trade Price . . . 3/4 Per dozen Packets.

• Subject to the same quantity discounts as for other Farina Gegenüber Products.

Look for the Red Crest.

Sole Importers:—Blackaller & Pleasance, 15, St. George's Road, London, S.E.1



Above: magnified illustration of the ACE comb shows the rough, uneven edges of the teeth; while below are shown the even, smooth, well-rounded teeth of the ACE Comb.

A Superior Comb that brings big profits!

ACE Combs are in every detail superior combs. Each tooth is evenly cut and smoothly rounded. Compare an ACE Comb with any ordinary comb. Immediately the difference will be seen. The teeth of the ordinary comb are rough, coarse and irregularly-cut, and thus maltreat the hair instead of coaxing it as an ACE Comb does. ACE Combs are a sound investment—a certain profit maker.

Seven dozen ACE Combs in an ingenious showcase, 45/6d. less 5% cash discount. Order your case to-day.

ACE COMBS

Direct from : AMERICAN HARD RUBBER CO. Britain LTD.
13a, Fore Street - - LONDON, E.C.2

© 1117.

Established 1890.

TILBURY "Fort" Dental Plate Brush

Made with Extra Stiff Bleached and Unbleached Bristles.

W. R. TILBURY & SON
47 FRAMPTON PARK ROAD, HACKNEY,
LONDON - - ENGLAND

"ODENTIC" PLATE BRUSH

Regd. No. 417637.

From all Wholesalers.
Packed in 1-dozen Display Boxes.
Manufacturers:

W. R. Speer & Son (EST. 100 YEARS)
215 DALSTON LANE - - LONDON, E.8
Agent for S. Africa—C. GORDON DAVIES & CO.,
National Bank Buildings, Pritchard Street, Johannesburg.

Telephone: Axminster 5.

ESTAB. 1847.

Telegrams: "Coate, Axminster."

COATE & CO. (Axminster) Ltd.

The London Brush Works, Axminster, Devon
Manufacturers of Super British Brushes

Our Special "PROPHYLACTIC" Tooth Brushes—

3 row Hard, Medium, Soft, Yellow Hair at	- - - - -	16 - per dozen
4 " " " " " " " " " " " " " " " "	- - - - -	18 - " "

Orders for one gross supplied in Cartons with customer's name and address free.
Every Brush Guaranteed. British made by British Labour. Send for our present list of prices.
Full range of samples can be seen at ROBERT W. PHILLIPS, Crown House, Kingsway, London, W.C.2

NATIONAL PUBLICITY for ECLIPSE RAZOR BLADES



The Judge
says

To "sum up" the
merits of Eclipse
Blades in a "se-
quence" they are
best I ever "tri-

Try this
Perfect
Blade!



An ideal shave is assured,
even in the case of stiff
beards and tender skins,
by using

ECLIPSE
RAZOR BLADES

FOR STIFF
AND TENDER

5
for
1/8

Obtainable
usual sup

Made by
JAMES NEILL & CO. (SHEFFIELD) LTD.,
Crucible Steel Manufacturers, SHEFFIELD.

5
for
1/8

Obtainable
usual sup

Made by
JAMES NEILL & CO. (SHEFFIELD) LTD.,
Crucible Steel Manufacturers, SHEFFIELD.

10
for
3/4

A series of attractive
advertisements is
appearing weekly
until the end of the
year in the following
important daily
newspapers, having
a combined circula-
tion of over
5,500,000

DAILY MAIL DAILY EXPRESS
DAILY NEWS. DAILY CHRONICLE
THE TIMES MORNING POST
DUBLIN IRISH INDEPENDENT
GLASGOW DAILY RECORD
GLASGOW EVENING NEWS
BELFAST TELEGRAPH
THE SCOTSMAN
etc.

Be sure you stock
Eclipse Blades and
obtain your share
of increased sales
from this intensive
Campaign.

ONE BOX of 100 BLADES @ £1 13 4 less 33½% costs £1 2 3
5 BOXES of 100 BLADES @ £1 13 4 less 35% cost £1 1 8 each
10 BOXES of 100 BLADES @ £1 13 4 less 37½% cost £1 0 10 each

Terms of Payment:—Monthly Account less 2½%. Retail prices 5 for 1/8, and 10 for 3/4.

Order from your usual Wholesaler, or direct from the Manufacturers.

JAMES NEILL & CO. (SHEFFIELD) LTD., Crucible Steel Manufacturers, SHEFFIELD.

The BRUSH which is asked for!



SELLING PRICES:

"Pocket" - - 3/6
 "Shingle" - - 4/9

—two small dainty brushes for occasional use during the day. Other full size brushes for Home use are:

"Universal" - - 5/9
 "Junior" - - 7/6
 "Popular" - - 10/6
 "Small Standard" 12/6
 "Standard" - - 15/0
 "Extra" - - 18/6

All subject to generous discounts. Supplies can be obtained from your usual Wholesaler.

There is only one hair-brush which is equally suitable for people of both sexes and all ages, and all fashions of hairdressing:—The "MASON PEARSON" Brush. It brushes much more quickly than any other brush. It brushes more efficiently. It cleanses the scalp more gently and thoroughly than any other brush. It disentangles long hair without tugging it, and restores the "set" to ruffled hair.

The reason is that all "MASON PEARSON" Brushes are made of the most perfect hair brushing material—the black unbleached bristle of the Indian Wild-Boar—which, arranged by our special patented method in a pneumatic rubber cushion, makes the most perfect Hair Brush yet obtained.

The "MASON PEARSON" Brush is known and asked for everywhere by its name.

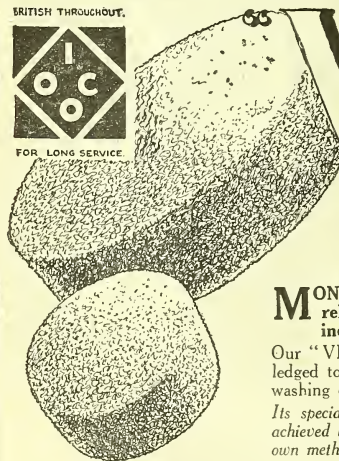
MASON PEARSON HAIR-BRUSH

MASON PEARSON SELLING AGENCY, LTD., 59 NEW OXFORD ST., LONDON, W.C.1

BRITISH THROUGHOUT.



FOR LONG SERVICE



Victor[®] RUBBER SPONGES

MONEY saved is money made, and the economical, reliable and hygienic Rubber Sponge is to-day increasingly superseding the costly natural Sponge.

Our "VICTOR" Rubber Sponge has for many years been acknowledged to be the ideal sponge, not only for toilet use, but also for washing down motor cars, saddlery and similar purposes.

Its special feature is the fine texture and smooth surface, a result achieved by special selection of the best quality durable rubber, and our own methods of technical control and manufacture.

SIX SIZES, OVAL AND ROUND.

Write for particulars, or order your requirements from your regular wholesaler. We also specialise in:—RUBBER SPONGE FLOORING, MATS, SHEETS, HOT WATER BOTTLES, HOSPITAL SHEETINGS, ETC.

THE IOCO RUBBER & WATERPROOFING CO. LTD.

Netherton Works, Anniesland, Glasgow, W.3.

Fixed Prices — Good Profits — Growing Demand

*Supplies of
Darwin
Blades
obtainable
through
your usual
Wholesaler*

**DISPLAY
MATERIAL**
for counter
and window
gladly sent on
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That is the Darwin Sales Policy in a nutshell. With the advantage of fixed prices, good profits, and a national advertising campaign to stimulate demand, all retailers are in a very favourable position. See to your stocks without delay.

Darwin

Safety Razor Blades

They're Better—and they're British

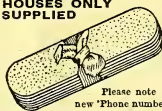
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No need to buy abroad

We can supply you with all your

MANICURE GOODS

WHOLESALE
HOUSES ONLY
SUPPLIED



Please note
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At prices which meet
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Enquiries Invited.

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BEST BRITISH BRUSHES

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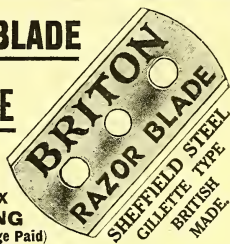
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AT THE

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2^d. EACH
RETAIL

IN PACKETS OF SIX
ONE SHILLING
12/- Per Gross (Carriage Paid)



HIGH PROFIT TO RETAILER (Window Show Card)
Every Gross.

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A FINE BRITISH BLADE TO SELL AT **1^d. EACH**
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BRITISH RAZOR BLADE CO.
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Bottles & Glassware

of every description
Wholesale Only

EXTENSIVE & WELL-ORGANISED WORKS enable us to quote competitive prices and give prompt deliveries.

We invite enquiries for bottles of every description—hand or machine made.

Immediate delivery from stock of all kinds of

**DISPENSING
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FEEDING BOTTLES**

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If well-made bottles of perfect finish interest you, ASK US TO QUOTE.

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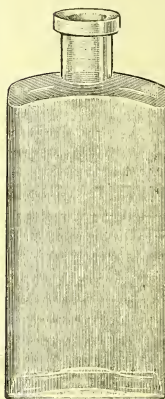
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Chemical & Medical Glass Manufacturers
ROTHERHAM, YORKS

*The Chemists who are doing
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who turn the work out well.*



Round Cornered Flat



Oval Fronted Flat

*There is no better help than
a smoothly finished, bright,
attractive bottle.*

TRY THE NO. 2 WHITE QUALITY
REASONABLE IN PRICE
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Pharmaceutical Glassware of all kinds

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Designers & Manufacturers of Glassware for Perfumes, Cosmetics and Bath Salts

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VOLUMETRIC APPARATUS
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All our Manufacture is of the Highest Quality

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Large Stocks of PHIALS, PANEL FLATS, COUGH MIXTURE PANELS, MEXICAN FLATS, CANNON ESSENCES, &c., at low prices.

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BRITISH MADE Dry Bottle Caps "ADAPTOCAPS"

Superfine, Self-Sealing and Distinctive.
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DISPENSING BOTTLES

Pale Green or White. :: :: Machine Made.
All sizes from 1 oz. to 40 oz. Accurate for Measure.
RETAIL ORDERS HANDLED.

Save 20% ON YOUR BOTTLE ACCOUNTS

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Wholesale
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GLASSWARE

Shields, Eye & Nasal
Douches, Syringes &
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FOREIGN COMPETITION
FULLY MET.
INQUIRIES INVITED.

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Flat

GLASS BOTTLES and JARS

OF EVERY DESCRIPTION.
VIALS, plain and graduated. MEDICALS.
PANEL FLATS, COUGH PANELS, TUBINS.
POISONS, Blue, Hexagonal. AMBER
BLAIDS. ESSENCES, round and oval.
MINIATURES.

BABY FEEDERS, lettered "HYGIENIC."

OPAL POTS, square, round and
octagonal, with Aluminum Screw Caps.

Write or phone Mansion House 4901 (5 lines and 4 private lines).

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(Estab. 1888.)
99 CANNON STREET - LONDON, E.C.4
(Strictly Wholesale. Original crates only.)



Pyramid
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Baker Metal Stopper Co. Ltd.

RELANCE STOPPER WORKS

261 Icknield St., BIRMINGHAM.

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ALUMINIUM BOXES



SCREW CAPS

in ALL Metals

Including Nickel Silver and
Gilt for Face Cream Pots,
and for frozen Cologne
containers.



We must adopt **KORK-N-SEAL**

Why KORK-N-SEAL is the ideal cap for your product.

1. It is removed by hand. No Corkscrew, opener or tools of any kind necessary.
2. It re-seals perfectly—as often as desired.
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9. It provides an unusually attractive advertising opportunity. Your name or trade mark may be lithographed in colours on Kork-N-Seal. This gives you an advertisement that will last long after the contents of the bottle are used.
10. The position of the little lever is a "danger signal" that indicates at a glance whether the bottle is sealed or not. No other bottle closure has this feature.

British made throughout at our own Works, Charlton, S.E.7.

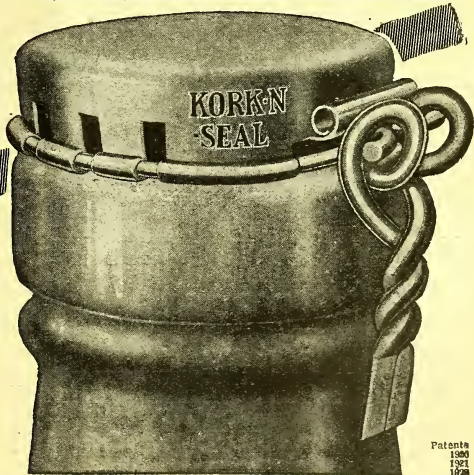
WHEN the all-important question of closures arises, study Kork-N-Seal. Its use means simple opening and perfect re-sealing, lasting advertisement, better finish and a splendid selling point. Thousands of modern manufacturers now use Kork-N-Seal exclusively. May we discuss its application to your product?

KORK-N-SEAL LTD.

Manufacturers of Aluminium, and deocrated Tin closures of every description.

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The Logical closure for

Catsup	Flavourings	Proprietary Medicines
Salad Dressing	Malts	Medicinal Wines
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Olive	Citrate of	Shellac
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And all products used gradually.

Patents
1900
1921
1928

"ON TIME"

Perfect organisation in all departments enables us to estimate with exactness the day on which even the largest order can be dispatched.

The question of delivery is often of particular importance in the case of labels, and we assure manufacturers and retailers alike that—no matter how large or small their order may be, it will be dealt with promptly and efficiently by

ALF. HARRISON & SONS, LTD.
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COMPLETE SET OF SAMPLES SENT TO THE COLONIES ON RECEIPT OF P.O. 10/6, WHICH IS CREDITED ON A £5 ORDER.

HARVEY'S

Watts' Embrocation, or Curb Bottle.
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HARVEY'S

Great

Protected Prices
(P.A.T.A.)

Remedies for the Horse



HARVEY'S

Koppos Powder.
Parasiticide.
Thrush Specific.
Hoof Ointment.
Skin Specific for Dogs.

Of all the leading Druggists' Sundries Houses
HARVEY & COMPANY, Ltd., Dublin

BATTLE'S PROFITABLE LINES

specialty packed for the Trade

STOKALIN

A SURE REMEDY

for all kinds of

FEVER and INFLAMMATION in COWS
and CALVES, SHEEP, PIGS, HORSES

COW or UDDER SALVE

LAMBING OILS

CARBOLISED OILS

EMBRICATION (Household, Footballers', Vety.)

LYSOL DISINFECTANTS

Large Profits. Special own name packing.

Write to :—

**BATTLE, HAYWARD & BOWER
LINCOLN**

Let this **NEW**
DISPLAY OUTER
work for you
on your
counter



If you are receiving the packets in loose form from your Wholesale House we will be pleased to supply you with empty Outers.

One third of your customers are dog owners and prospective buyers of a packet from this Outer. The dog medicine with the largest sale in the world is Bob Martin's Tasteless Condition Powders.

This Display Outer holds two dozen 6d. packets Bob Martin's Tasteless Condition Powders (Trade price 7/6). It measures only 9" x 3" and has been introduced at the special request of Pharmacists.

BOB MARTIN'S *tasteless* CONDITION POWDERS



Bob Martin Ltd., Dog Medicine Manufacturers
since 1892, Southport, Lancs.

Undeniably the most effective.



Saves THE Udder

CURES SORE TEATS

PRICES 4/-, 21/-, 14/- & 6/- PER TIN.

B.C.TIPPER & SON LTD. WATERBURY BIRMINGHAM



A brilliant searching
radiance with entire
absence of distracting
and harmful glare—
that is a reason for
installing

COSMOS Pearl LAMPS

METRO-VICK SUPPLIES
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ROBINSON'S of CHESTERFIELD for CARDBOARD BOXES

ROUND · OVAL · SQUARE · FOLDING

ROBINSON & SONS LTD.
CHESTERFIELD & LONDON



BEADED BOXES

The boxes illustrated above are finding increasing favour amongst chemists. They are dust-proof and air-tight and of a very attractive appearance. Fitted with a flanged metal lid which is easily lifted out they form a very useful container.

Blank panel on reverse side for printing in Customer's name and address.

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Manufacturers of ROUND, OVAL, SQUARE AND FOLDING
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CHESTERFIELD

Continuous and Steadily Advertised Goods
FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (Protected).	Net Wholesale Prices
Virus for Rats and Mice, single tube, 2/-	.. 15/- per doz.
3 tubes, 5/-	.. 9/- "
Virus for Mice only. - single tube, 1/6	.. 9/- "
3 tubes, 3/-	.. 9/- "

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danzysz Virus in Liquid Form

Retail Price.	Wholesale Price
Quart Bottles 6/- each	.. 4/6 each
Pint " 4/6 "	.. 3/9 "

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33 1/3% cash with order.

Retail	Monthly a/c	Cash with Order
1/2 gall. tins .. 10/-	.. 7/6	.. 6/8
1 " " " 18/-	.. 13/6	.. 12/-
5 " " " 80/-	.. 60/-	.. 53/4

DANZO BEETLE POWDER

Retail Prices (Protected).	Wholesale prices per doz.
In this 3d.	In boxes of 2 doz. 2/1
" 6d.	" 1 " 3/8
" 1/-	" 1 " 7/3
" 2/6	" 1 " 18/-

Danzo Beetle Powder will not deteriorate by keeping.

CARRIAGE PAID ON ALL ORDERS.

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HALLER LABORATORIES, LTD.
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BATTLE'S VERMIN KILLER

Of all Patent Medicine
Houses at 3/-, 5/-
and 9/- per dozen.

In packets at 5d.,
9d. and 1/3 each.
(P.A.T.A.)

The sure destructive agent which may be
confidently recommended by Chemists for
quick clearance of rats and mice.
(Users' testimonials on request.)

Prepared only by

J. C. M. BATTLE, Ph.C., LINCOLN

NURSE HARVEY'S MIXTURE

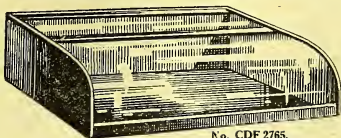
A safe, simple and reliable remedy for Children's
Ailments is advertised so extensively in the daily
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The selling has been done before the mother
reaches the chemist, and, having supplied her, it
is only common sense to claim she will buy other
family necessities from him. Moreover, the con-
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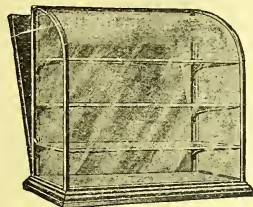
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TWO USEFUL COUNTER CASES



No. CDF 2765.

Useful Glass Showcase, 17" wide x 6" high x 18" back to front, Drop Flap at back, fitted Felt Lined Tray inside, Wood Ends, Oak or Mahogany Frame. Each **32/6**



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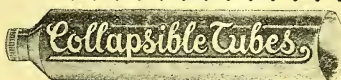
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City Showrooms

68/66 FORE STREET, E.C.



"TINALUM" TUBES

25% to 30% Cheaper than Tintubes
100% Superior to Tincoated Lead Tubes

Safe for TOOTHPASTE, COLD CREAM,
VANISHING CREAM, SHAVING CREAM,
&c. Artistic decoration. Coloured caps.

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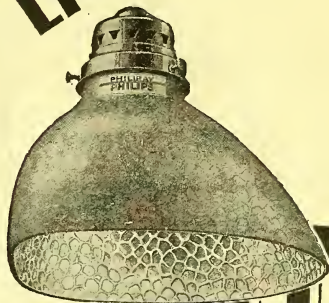
for Infants, and Adults of all ages.

WELL ADVERTISED to the GENERAL PUBLIC.

SAMPLES, ADVERTISING MATTER and SPECIAL
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Your shop window is your best advertisement—see that it is well lighted.

Philips "Philiray" shop window reflectors, made under an entirely new process and carrying a five years' guarantee, are the most up-to-date method of shop window illumination. Their use ensures the maximum of light with the minimum consumption.

Better shop window lighting means increased profits.

Ask for full particulars.

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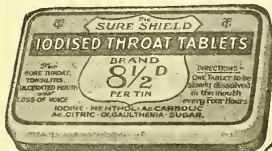
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THE SURE SHIELD



IODISED THROAT TABLETS



8½d. Tins

5/6 per doz. 63/- per gross

1s. 3d. Tins

9/6 per doz.

108/- per gross

THOS. GUEST & CO., LTD., CARRUTHERS STREET,
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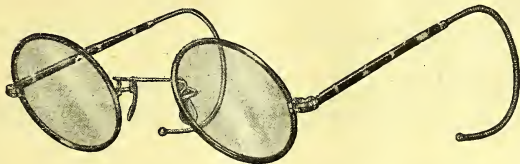
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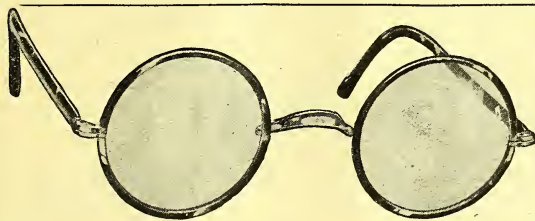
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HENCE WE MAKE THE STUDY of THE BEST
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We illustrate two of our well-known and GUARANTEED
NEW MODELS of modern SPECTACLE FRAMES.



 The "COMPANION"
BEARING PAD, with its
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not hurt the wearer's ears.
Its comfortable nose pads
just rest on the nose and
obviate any pressure.



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SPECTACLE.— Its sides
have cores of Gold Filled
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Our Frame and Prescription Catalogue illustrates these
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Telegrams :
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A popular line that will increase your sales!



You cannot stock a more profitable and faster selling line than the new Trojan High Frequency Outfit.

The public are appreciating the value of High Frequency Electricity for health and beauty more and more.

This is a good opportunity to increase your sales—write us to-night for full particulars and our scheme for selling 20 sets a week.

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WOLVERHAMPTON. Telegrams : Shaw, Wolverhampton.
LONDON: 29-30 Shoe Lane, E.C.4. Telephone: Central 2163.
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BCM:BHH

We have minimised production costs by equipping our Works with the most up-to-date machinery.

These Tubes are of the highest quality and finish combined with as low prices as any house in the Trade.



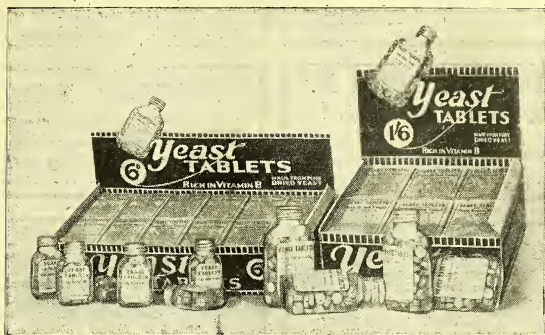
Samples and Quotations on request.

Best Service and Delivery.

ESTABLISHED 1837.

BETTS & CO. LTD. 1 WHARF ROAD, CITY ROAD, LONDON, N.1.

A display will pay



Have you seen this!

This is a line worth noting. Made from pure yeast without any admixture, these tablets retain their full activity and the proof of their excellence is in the repeat orders that come in from all over the country.

The pack is a most attractive one—they sell at sight when shown in the window and on the counter. A most successful line. Show cards and display matter free.

They retail at 6d. and 1/6 per bottle.

A parcel of 4 dozen 6d. and 2 dozen 1/6 costs 35/-, and shows a clear profit of 25/-.

8 dozen 6d. and 4 dozen 1/6 cost

66/-, and show a clear profit of 54/-.

12 dozen 6d. and

6 dozen 1/6 cost 93/-,

and show 87/- profit.

Carriage paid on £1 and upwards.

Think this over
and send us
your order
along.

PLEASE SEND A CARD FOR PRICES AND FULL PARTICULARS

Thompson & Capper Wholesale Limited

Manesty Buildings, College Lane
LIVERPOOL

★ Note. Having disposed of our retail businesses some time ago, please note that we are now wholesale only ★

FRED^K. FINK & CO.

10 & 11 MINGING LANE, LONDON, E.C.3.

TEL.: ROYAL 5094.

GUMS, ARABIC and TRAGACANTH as Imported or
Finely Powdered. ■ SEELLACS ALL GRADES.**"BIS - U - MINT"**

Reg. Trade Mark. Powder, 4½d. and 7½d.; Ovals, 7½d.

THE PROFITABLE ADVERTISED LINE
WHICH BRINGS REPEAT BUSINESS.

From your Wholesaler or direct.

GOLD SEAL PROPRIETARIES LTD., CROYDON

"YEAST FOR VITAMIN B."*Yeast specially prepared for medicinal
purposes.*

GUARANTEED ABSOLUTELY PURE.

MIDGLEY & PARKINSON, LTD.,
WARREN WORKS, PUDSEY, LEEDS.**BUDNIP REMEDIES**—are excellent preparations—You can recommend them with
every confidence—They show very good profits. Ask us for
special terms. From your usual wholesaler, or direct from

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Telephone - - - Oldham 2136

Teasdale's ChlorodyneShows the best profit to the Chemist
and is the cheapest to the Customer.
No Signature Required. Sold by CHEMISTS ONLY.
From all the leading WHOLESALERS. TERMS FROM
75 Fitzwilliam St. HUDDERSFIELD
The Teasdale's Chlorodyne Co.**SULPHUR CANDLES**

— IN ALL SIZES —

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4/- PER DOZ.**RAZOR BLADES**

100% PROFIT

New genuine excellent super Globusmen Blade at a Ford
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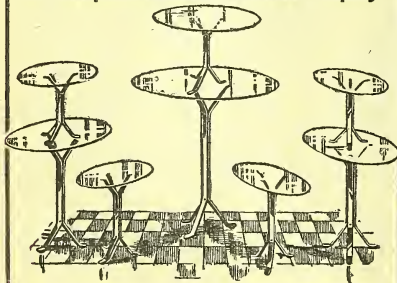
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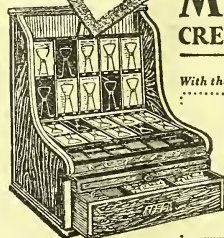
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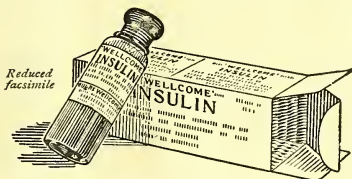
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Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Wednesday, October 30

Manchester and District Pharmacy Club. Whist drive at 8.30 p.m., Clydesdale Club, Turner Street (High Street). Tickets, 2s., from A. E. Thorpe, 66 Chapel Street, Levenshulme.

Wednesday, November 6

Manchester, Salford and District Branch of the Pharmaceutical Society (Junior Section). Dance in Women's Union, Lime Grove, 7.30 till 12 p.m. Tickets, 3s. 6d., including refreshments, from Miss P. M. Crippwell, 86 Aston Avenue, Fallowfield.

Friday, November 8

Chemical Club Dinner, Connaught Rooms, Great Queen Street, London, W.C.2. Dinner served at 7.30 p.m., dancing at 9.15 p.m. Tickets, 12s. 6d. each, from Mr. F. A. Greene, Chemical Industry Club, 2 Whitehall Court, London, S.W.1.

English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Patents Committee

The Committee which was set up under the chairmanship of Sir Charles Sargant to consider whether any amendments in the Patents and Designs Act, or any changes in Patent Office practice, were desirable, is continuing its meetings at the Board of Trade for the purpose of hearing evidence. During the next few weeks evidence will be taken from representatives of Trade Marks, Patents and Designs Federation, Ltd., the British Science Guild, the London Chamber of Commerce, the International Association for the Protection of Industrial Property (British Group), the Association of British Chemical Manufacturers and the Chartered Institute of Patent Agents. Any persons or associations who desire to submit any further suggestions, or to give evidence, are invited to communicate with the secretary, Mr. R. W. Luce, Industrial Property Department, Board of Trade, 25 Southampton Buildings, London, W.C.2.

Contracts

The following tenders have been accepted by the bodies named:—

Arlesford Guardians.—Boots, Ltd., drugs, etc.

Barnstaple Guardians.—Mr. E. W. Proudman, chemist and druggist, drugs, etc.

Bridge Guardians.—Mr. V. G. Stockwell, chemist and druggist, drugs, etc.

Canterbury Guardians.—Mr. A. V. Lister, chemist and druggist, drugs, etc.

Chard Guardians.—Mr. A. W. Sanders, chemist and druggist, drugs.

Dartford Guardians.—Boots, Ltd., drugs and sundries. Stockport Infirmary.—J. C. Arnfield & Sons, Ltd., chemists, drugs.

Watford Guardians.—E. M. & M. T. Chater, chemists, dressings; Willows, Francis, Butler & Thompson, Ltd., drugs.

Winchester Guardians.—Boots, Ltd., sundries, etc.

Inquests

At St. Anne's-on-Sea, on October 14, a "Suicide" verdict was returned in the case of a man named Silverman, who was found dead with a bottle of lysol and a glass containing it near by.—Other deaths due to drinking disinfectant fluids recorded since our last report include those of Herbert Nash (Formby), Margaret Greenwell (Aston, Birmingham), and William Davies (Walsall).

An inquest was held at Market Rasen, on October 15, on the body of Mr. John E. Blanchard, chemists' assistant, aged twenty-six, who died at home on the previous day. A medical witness who was called to the house stated that death was due to hydrocyanic acid poisoning. The acid was double the strength of that used for dispensing purposes; the minimum fatal dose was 15m, and the bottle contained from 1 oz. to 1½ oz. Mr. Finlay McGillivray, chemist and druggist, managing director of Payne & Starbuck, Ltd., chemists, said that Mr. Blanchard had been their assistant for twelve years and had served them well. When last seen by witness he appeared to be quite normal. The coroner recorded a verdict to the effect that death was due to poisoning by hydrocyanic acid, taken while of unsound mind.

Hydrocyanic acid was also the poison used in another case of suicide, that of Mr. John H. Powell, solicitor, Wellington, Somerset. At the close of the inquest on October 16, the jury returned a verdict of "Suicide during temporary insanity."

Birmingham

A new materia medica laboratory is being fitted up at the Central College of Pharmacy, Suffolk Street.

Queen's College, founded in 1828, and now merged into Birmingham University, celebrates its centenary this year.

The drug trade was represented at the recent Lord Mayor's Ball by Councillor Jeffrey Poole, Mr. Ernest Canning, Mr. Josiah Austin and others.

Mr. and Mrs. Barrow-Cadbury have given an additional £500 (making £1,000 in all) to the Middlemore Homes for Boys' Fund.

The annual general meeting of the local section of the Institute of Chemistry was held on October 15. The meeting was preceded by an informal dinner, after which the election of officers took place. The chairman for the ensuing year is Dr. D. F. Twiss.

Chemists' Mutual Wholesale, Ltd., has been registered under the Industrial and Provident Societies Acts, 1893 to 1913, with Mr. P. J. Prosser as secretary, and 321 County Chambers, Corporation Street, as the registered office. The committee consists of Messrs. H. Buckley, E. Colver, O. T. Hall, A. W. Hands, H. Howes, C. G. Murray, and J. J. Thomas, all of whom are pharmacists. The objects of the society are:—"To carry on the business of general traders, manufacturers and agents, wholesale and retail; and, in particular, the business of wholesale and manufacturing chemists; chemists' sundriesmen; factors and manufacturers of patent and proprietary medicines, toilet articles, surgical appliances, photographic apparatus and materials; merchants, importers and exporters; and to make or to do all such things as may be incidental to or connected with the said business; and to carry on the business of retail chemists. The objects of the Society shall include dealings of any description with land. It shall have full powers to do all things necessary or expedient for the accomplishment of all objects specified in its rules" Copies of the rules, price 1s. each, may be obtained from the secretary.

Liverpool

A pleasing feature of the last meeting of the Liverpool Chemists' Association was the increased attendance of the younger members.

Mr. John Fairs, head chemist at the Widnes works of Imperial Chemical Industries, Ltd., died suddenly at his residence on October 22.

Mr. H. Humphreys Jones, F.I.C., Ph.C., gave an address to the Southport Rotary Club, last week, on "The Part Played by the Pharmacist in the Life of the Community."

On October 17, a party of members of the Preston and District Pharmacists' Association visited the new laboratories at the biological institute of Evans Sons Lescher & Webb, Ltd. The party was received by Dr. Mitchell, the medical director, and Mr. W. Brinson, one of the directors of the company. Special arrangements were made to demonstrate the process of antitoxin production, from the bleeding of the horses to the concentration of the serums. The standardisation of pituitary extract attracted attention. The visitors were entertained to tea by the directors, and before leaving there were many expressions of appreciation and admiration.

Manchester

Reference is made elsewhere in this issue to the annual dinner of the Manchester Pharmaceutical Association.

The winter session of the Manchester Pharmaceutical Association which has just been inaugurated promises to be a busy one. Among the fixtures are a whist drive on October 30, papers by Mr. J. R. Walsley and Mr. J. H. Franklin on November 7, a smoking concert in aid of the Pharmaceutical Society's Benevolent Fund on November 20, a lecture by Professor R. A. Eastwood, LL.D., on December 5, and the annual general meeting on April 3, 1930.

Miscellaneous

WINDOW-DISPLAY AWARD.—The second prize in the recent Gillette window-display competition was awarded to Mr. H. Robinson, chemist and druggist, Keighley.

SHOPPING WEEK.—The Brierfield Tradesmen's Association has decided to hold a shopping week in November. Mr. T. Voxall, chemist and druggist, Burnley Road, is secretary, and Mr. G. Briggs, chemist and druggist, Railway Street, chairman of the committee.

MEDICINE STAMP ACTS.—At Accrington Police Court, on October 16, Edwin Foster, Nelson, was fined £2 on each of two summonses for having sold a dutiable medicine unstamped and without being licensed. The preparation was an ointment named "Cer-Kuro," which was sold in a market-place at Is. a box.

IN THE COURTS.—At Birkenhead Quarter Sessions, on October 15, James Henry McMahon, labourer, was bound over for twelve months for stealing goods from the shop of Laws the Chemists, Ltd., Argyle Street.—At Godalming, recently, Timothy Whites (1928), Ltd., were fined 20s. on a summons for obstructing the pavement in front of their shop.—At Eastleigh, recently, Jack Runbold was sentenced to three months' hard labour for damaging a plate-glass window at the premises of Mr. F. Wainwright, chemist and druggist, Leigh Road.

Scottish News

Brevities

A. Wander, Ltd., manufacturing chemists, London, were among the stall-holders at a "Home Life" Exhibition in the Music Hall Buildings, Aberdeen. Their exhibits included Ovaline and Jecomalt.

So far as Scotland is concerned, the post-war glut of chemistry students is over. It is stated that demand for industrial chemists is such that the Glasgow Royal Technical College cannot turn them out in sufficient numbers.

The turnover in the drug department of the Northern Co-operative Society, Ltd., for the twelve months ended August 31, 1929, is £34,607 15s. 7d. and the net profit £5,662 0s. 11d. Both figures show appreciable increases over those of last year.

The Materia Medica Collection and Library of the Glasgow Pharmacy Club and the Glasgow and South-Western Scottish Branch of the Pharmaceutical Society is now open for the use of students in the Highlanders' Institute, Elmbank Street, Glasgow, on Monday evenings at 7 p.m. Miss Bain, Ph.C., librarian of the Branch, will be in attendance.

At a meeting of the Faculty of Insurance (Glasgow and West of Scotland Centre), held on October 21, Mr. A. B. Gilmour, vice-chairman of the Glasgow and South-Western Scottish Branch of the Pharmaceutical Society, gave an address on "The Drug Accounts Committee's Bureau, what it is, and what it does." Mr. Gilmour gave figures to illustrate his address and instanced costly prescriptions to prove that expense by itself is no bar to prescribing proper and sufficient medicine. Perhaps the outstanding example was the case where one person received in one illness drugs and dressings to the value of £100 11s. 11d.

Business Changes

A. GIBBINS & Co., medicinal tablet manufacturers, have removed to 2 Beulah Road, Walthamstow, London, E.17.

METROPOLITAN 7655 is the new telephone number of the Silverdale Manufacturing Co., 110 Cheapside, London, E.C.3.

MR. THOMAS LEWIS, chemist and druggist, has purchased the branch business of Frank Edwards, Ltd., chemists, at Castle Street, Cardiff.

MR. R. D. DOBLE, chemist and druggist, has acquired the business of Mr. R. Fletcher, chemist and druggist, The Pharmacy, Sharpness Docks, Gloucestershire.

MR. G. L. HELLENS, chemist and druggist, has purchased the business of Mr. R. D. Doble, chemist and druggist, North Hill Pharmacy, Tavistock Road, Plymouth.

PHILADELPHUS JEYES & Co., LTD., chemists, Northampton, have acquired the business of Hitchman & Son, chemists, Gold Street, Kettering, and will open a new branch at 24a Gold Street.

Irish News

Belfast Hospitals' Pharmacopœia

The Belfast Hospitals' Pharmacopœia, which has just been printed (4½ in. by 3½ in., pp. 75) on the suggestion of the North Irish Pharmacists' Association, was agreed to by the various hospital staffs who appointed members to a joint committee. Dr. Fred M. Allen and Mr. J. C. Culbert, Ph.C., were appointed co-editors. The various formulas have been reviewed by the staffs of several hospitals. The book will shortly be on sale, and notice will be sent to chemists and medical men as soon as the day is fixed on which it will come into operation. The longest section contains fifty-one mixture, and there are separate divisions of the volume for children's prescriptions, skin prescriptions, and so forth. The last four pages consist of a price list, "drawn up as a guide as to the cost to hospital patients." The hospitals which adopt the Pharmacopœia as the official formulary are the Royal Victoria, Mater Infirmorum, Belfast Hospital for Sick Children, Ulster Hospital for Children and Women, Maternity, Samaritan, Ophthalmic, and the Benn Eye, Ear and Throat.

Drug and Medicine Imports

From the official returns lately issued by the Irish Free State Ministry of Industry and Commerce we have compiled the appended table, showing the value of the drugs, perfumery, medicines, druggists' wares, etc., imported into the Free State during the six months ending with June last, compared with the corresponding period of 1928:—

	Jan. to June 1928		Jan. to June 1929	
	Quantity	Value £	Quantity	Value £
Boric acid .. cwt.	132	542	132	271
Acids, other .. cwt.	4,197	6,991	4,154	5,720
Creos. of tartar .. cwt.	2,666	12,299	3,112	14,328
Ammonium compounds .. cwt.	890	1,661	2,059	2,878
Perfumery, containing spirit .. lb.	16,794	5,880	9,262	3,249
Other perfumery .. lb.	338,628	39,952	331,197	40,823
Medicines and preparations, dutiable ..	—	54,087	—	54,022
Medicines and preparations, non-dutiable ..	—	113,939	—	124,455
Druggists' wares ..	—	18,907	—	17,898
Lined oil (unrefined) .. cwt.	5,132	9,470	5,568	9,847
Lined oil (refined) cwt.	7,695	14,202	7,312	13,431
Castor oil .. cwt.	1,626	8,112	1,843	8,154
Disinfectants, insecticides, &c. .. cwt.	8,530	31,023	7,073	29,348
Total ..	—	£316,165	—	£324,424

Brevities

Mr. Alfred C. Scott, chemist and druggist, Ulster House, Portrush, is retiring from business owing to ill health.

The tender of P. J. Fielding, chemists, 66 St. Patrick Street, Cork, for the supply of medicines to the North Infirmary, has been accepted.

A meeting of the Dublin and Provincial Retail Drug Association was held at Nenagh, recently. Among those present were Mr. H. J. Sumner, Ph.C., president of the Association; Mr. J. T. Dwyer, Ph.C., and Mr. P. Liston, Ph.C. Mr. John Vaughan, Ph.C., Nenagh, welcomed the visitors and presided over the meeting. It was unanimously decided to fix hours of business for Nenagh such as were observed throughout the country. After the meeting the visitors were entertained to lunch.

Belfast

Mr. J. M. Whyte, manufacturing chemist, Belfast, was successful in a by-election for the Bangor (co. Down) Corporation on October 11.

At Belfast Police Court, recently, Mr. W. R. Fee, Ph.C., Duncrain Gardens, was fined 5s., with costs, for failing to display a Shops Acts notice in his pharmacy.

Hairdressing Exhibition

The annual Hairdressing Exhibition and Fair of Fashion opened on October 19 at the White City, London, W.12, and will continue until October 26. There are eighty-two exhibitors, many of whom show products of interest to the drug trade. These exhibits consist chiefly of toilet preparations, such as face powders, perfumes, hair dyes, manicure requisites and lipsticks. PRICHARD & CONSTANCE (MANUFACTURING), LTD., show Amami shampoos and the Elderflor series of toilet articles, including vanishing cream, skin food and perfume. THE BUTYWEAVE CO. have a striking display of shampoos, hair-waving and setting lotion and hair fixative for men. Kissproof preparations are prominent on the stand of THOS. CHRISTY & Co., who also display a range of poultices, combs and perfumes. CAMILATONE, LTD., exhibit Camilatone shampoo and Golden Rinse. HEPPILLS, LTD., feature toilet specialities, and offer to prepare and pack from private formulas. Cutex, Boncilla, Squibbs' and Swans-down lines are some of the products offered by J. C. GAMBLE & Co., LTD., and demonstrations of Boncilla Facial are being given. JOHN KNIGHT, LTD., show Shavallio shaving cream and soap and Knight's castile soap. MYOSOTIS, LTD., exhibit beauty preparations and perfumes. Premeo essences are offered by the Premeo Concentré & ESSENTIAL OIL CO. EDWARDS' HARLENE, LTD., show Harlene, Astol, Ciemex and Uzon preparations. At the stand of STEWART, GODDALL & DUNLOP, LTD., a new range of shampoos is exhibited along with Nuctone, Lustrol and Artwrite. DRAUSSY POWDER BOX CO., LTD., feature new model unspliable powder boxes made in a variety of enamel designs. A series of effective window displays is shown by the EVAN WILLIAMS CO., LTD., to demonstrate the possibilities of standard show material. KU-BIST SALES (GOODALL, BACKHOUSE & Co., LTD.), exhibit the Ku-Bist series of hair creams, sunburn lotions and bath perfumes. A striking display of Mouson lilac preparations, including soap, talcum powder and cream, is to be seen on the stand of W. H. THOMAS, sole importer. POTTER & MOORE, LTD., exhibit Old English Mitcham lavender water, Oriental Poppy Buisson, and an entirely new perfume, Purple Lilac. W. BRET shows high-frequency apparatus, Desitin ointment and Euresol. Christmas novelties in perfumery, toilet soaps and bath crystals are displayed on the stand of F. S. CLEAVER & SONS, LTD., J. LESQUENDRIE, LTD., exhibit high-class beauty preparations. PARIER PARFUMS, LTD., give demonstrations of Poppoia creams and powders. DEBACQ & HARROP exhibit L'oreal hair dyes, Velouté de Dixor and the perfumes of Worth (Paris). INNOXA preparations are shown by BEAUTÉ, LTD. LES PARFUMS GODET, LTD., feature special perfumes, powders, lotions and soaps. Dr. Page Barker's Scurf and Dandruff Lotion, pomade, hair tonic and Shampoo Snaps are offered by the ILEX SUPPLY CO., LTD., as well as toilet sundries. HINDES, LTD., exhibit Hindes' Hair Tint. Other exhibitors include the following:—C. A. STOKES & Co., LTD., hair tonics and restorers; G. LEMOINE, LTD., toilet soaps and perfumes; JOSEPH RODGERS & SONS, LTD., razors and safety razor blades; PARILUXE PARFUMS, LTD., Gaudy perfumes; MURIE BROWN (WHOLESALE DISTRIBUTORS), toilet preparations; "LITTO" LABORATORIES, specialities for the hair; BACTEROL, LTD., sterilising apparatus; PUNKT PRODUCTS DEPT., self-massage appliances; OSBORNE, GARRETT & Co., LTD., toilet products.

ASPIRIN AS A HIRUDICIDE.—"During the Great War, in a district in Palestine where no doctors were easily available, a woman with a sick child who suffered from fever and spitting of blood consulted a pharmacist. The puzzled man invoked his old friend aspirin to combat the fever. An hour after having administered aspirin to the boy, the mother returned with two big leeches in her hand, thanking the pharmacist and reporting the cure of the child. Henceforth we made experiments on dogs afflicted with leeches by simply throwing aspirin into their mouths, and in all cases this treatment has proved effective. I believe aspirin is a much better treatment for leeches than the extraction method."—A Jaffa correspondent of "The Lancet."

Legal Reports

False Trade Description.—At Sheffield, on October 16, Mr. Victor William Wood, chemist, Bellhouse Road, and branches, was summoned for having applied a false trade description to a substance sold as paregoric; having sold goods to which such a description had been applied; and having had such goods in his possession for the purpose of sale. In each of the first two cases Mr. Wood pleaded "Guilty." Evidence was given by Mr. John Evans, F.I.C., Ph.C., Sheffield, and a representative of the Pharmaceutical Society. Mr. Wood said he tried to discourage the sale of paregoric. He added that the assistant who served the inspector from the Society was not the regular assistant at the shop and was under the impression that the term "paregoric" might be applied to the substance he sold. Mr. J. W. Fenoughty, for the defence, said that the defendant would have brought the assistant to the court, but it would have meant closing the shop. A fine of 20s. was imposed on each of the first two summonses, and the third was dismissed.

"Pepper Compound."—At Sheffield Police Court, on October 16, Smith, Hughes & Co., Ltd., College Hill, London, E.C.4, were summoned for supplying an alleged false warranty to Sam Roland Dewire, wholesale merchant, Spital Hill, Sheffield. Mr. W. A. Williams, prosecuting, said that on June 24 a food and drugs inspector went to Mr. Dewire's warehouse and asked for "three dozen penny peppers." He was served with three dozen cartons marked "Pepper compound." The contents were examined by Mr. John Evans, F.I.C., Ph.C., Sheffield city analyst, who found that the compound was composed of 50 per cent. pure pepper and 50 per cent. ground rice. Proceedings were taken against Mr. Dewire for selling an article not of the nature, substance and quality demanded. The case was dismissed, the defendant producing a warranty. The mixture was sold at approximately the price of pure pepper. Mr. Williams added: "There is no standard laid down for pepper compound, but it becomes your worship's duty to fix a standard." Mr. Evans, giving evidence, said that the retail price of pepper was from 3s. to 4s. per lb., and the retail price of rice flour was 4d. per lb. Mr. S. Mellings, public analyst for Cheshire, said that the amount of rice flour in the compound was excessive. He could not fix a standard. Mr. F. W. Scorch, for the defendants, submitted that on the evidence before them the magistrates could not fix a standard, and if they could not do so they could not say that the amount of rice flour in the compound was excessive. Therefore he had no case to answer. The magistrates decided to hear the evidence for the defence. Mr. E. J. Parry, B.Sc., F.I.C., barrister-at-law, said he accepted the evidence that there was 50 per cent. of rice flour in the compound, but the rice flour was impregnated with capicum and other ingredients. It was the most reasonable method of preparing a pepper compound, and, in his opinion, the best method. It was the only method available. The magistrates said they were of opinion that the case had not been made out, and it would be dismissed.

Unregistered Vendor of Poison Fined.—In Yarmouth County Court, on October 19, Judge C. Herbert Smith concluded the hearing of an action which had been brought by the Pharmaceutical Society of Great Britain against Hilda Overill, Drug Stores, Caister, to recover a penalty of £5 and costs for selling poison without being registered (*C. & D.*, October 5, p. 414). Mr. Bracey, for the plaintiffs, said he wrote to the Society expressing his honour's views, and received a letter in reply controverting the defendant's statement that it was not possible for her to buy lysoal except retail. The Society considered that the sale of poisons by so young a person was a public danger, and asked him to apply for the penalty and costs, if the judge was satisfied that an offence had been committed. Mr. Bracey said there must be something at the back of the Society's mind to urge him to ask for imposition of the penalty. His Honour: I have had a string of these offences lately. In some of them very genuine defences were set up. I think the Pharmaceutical Society should have seen

their way to waive judgment against this girl as she undertakes not to buy any more. Mr. Bracey: I think your honour will be satisfied there was a sale. The Judge: I daresay. I have no option in the matter. Miss Marrable, who was called, said she did not know why the Society would not accept the defendant's apology and undertaking. Mr. Bracey said he had proved his case. His Honour: Judgment for plaintiffs for £5 and costs. Mr. Bracey: I will report your honour's remarks to the Society. The Judge: If only they had given me a reason it would have been more satisfactory. It is very hard upon the defendant, who, because she obliged a friend, gets dropped on because of some Act of Parliament of which she had never heard in all her life. You have got your judgment and your costs.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

H. C. CARREL, LTD. (P.C.).—Capital £150. Objects: To carry on the business of wholesale and retail chemists, druggists, etc. The directors are: Mrs. R. K. Hebb and H. C. Carrel. R.O.: 12 Holborn Viaduct, E.C.1.

E. H. BRUCE, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of warehousemen, chemists, druggists, dealers in drugs, surgical appliances, perfumes, soaps, etc. The subscribers are: E. Brewis and H. Brewis. R.O.: 9A College Road, Harrow.

ASHWORTH PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of a manufacturer, merchant, factor, and refiner of and dealer in tallow, and dealer in sizing and finishing materials, oils, waxes and soaps, carried on by J. P. Ashworth at 83 Mosley Street, Manchester, as John Ashworth & Son. R.O.: 83 Mosley Street, Manchester.

GERMSTROYD PRODUCTS, LTD. (P.C.).—Capital £4,000. Objects: To acquire the business of a chemical manufacturer and dealer in germicidal liquids carried on by B. Lipton at 100 Chapel Street, Salford, and at London, Leeds and Glasgow, as "Germstroyd Products Company," together with the registered trade mark "Germstroyd." The subscribers are: B. Lipton and W. Lipton.

HARRY HILL, LTD. (P.C.).—Capital £800. Objects: To acquire the business of a chemist and optician carried on by S. A. W. Rushbrooke, and to adopt an agreement with D. E. Cameron, and to purchase the leasehold premises and/or freehold thereon known as 23, Agincourt Square, Monmouth. The directors are: D. E. Cameron and H. Hill. R.O.: 23 Agincourt Square, Monmouth.

C. W. KUX AND H. R. HALES, LTD. (P.C.).—Capital £6,000. Objects: To acquire the business of suppliers of metallic capsules, corks and other requisites to wine merchants and bottlers, and others, and general merchants, carried on by O. R. W. Kux and H. R. Hales at 196/7 St. George Street, E.1. The first directors are H. R. Hales and F. E. Ritters. R.O.: 196/7 St. George Street, E.1.

RICHARD TOMLINSON & SONS, LTD. (P.C.).—Capital £1,000. Objects: To acquire from R. Tomlinson, trading as "Richard Tomlinson & Sons," at Bond Street, Constitution Hill, Birmingham, the interest in the trade name and goodwill of the business, and to carry on the business of chemists, druggists, etc. The directors are: A. S. Price and C. H. White. Solicitors: Alfred & W. H. Green, 109 Colmore Row, Birmingham.

Mr. H. L. GAUNTLETT has been appointed managing director of R. F. White & Co., Ltd., soap manufacturers, Grove Mills, London Road, Mitcham.

THE BRITISH DRUG HOUSES, LTD.—An interim dividend of 3 per cent. on the ordinary share capital has been declared payable on November 1, 1929. The latest date for accepting transfers cum dividend was October 19.

TIMOTHY WHITES (1928), LTD.—The first ordinary general meeting was held on October 18 at the Hotel Cecil, Strand, W.C. Mr. Philip E. Hill (the chairman) said that

the profit for the period under review was £177,277, being at the rate of £163,640 per annum, some £18,000 odd above the average profit given in the prospectus. Taking everything into account, particularly the state of trade in the country generally, the result was, he thought, satisfactory, but he was convinced that they would ultimately do much better. He did not want them to go away, however, with the impression that the profits were going up by leaps and bounds. There must obviously be times when they would stand possessed of premises in various stages of reconstruction; there would be times when a certain number of shops would be just turning in profit, with others well advanced in that desirable occupation, but the whole thing over a period of years would level itself, and they should be able to pay a uniform rate of dividend. The report (*C. & D.*, October 12, p. 443) and accounts were unanimously adopted.

DRUG HOUSES OF AUSTRALIA, LTD.—Brief reference was made in our issue of August 31 (p. 250) to the amalgamation of Felton, Grimwade & Co. Pty., Ltd., and Duerdin & Sainsbury. Further particulars are given in the "Melbourne Argus," which states that Drug House of Australia, Ltd., wholesale chemists and druggists, has been re-registered in Melbourne. The nominal capital is £5,000,000, in £1 shares, and the subscribers are Edmund Norton Grimwade, Harold William Grimwade, Wilfrid Russell Grimwade, Henry Gavins McRoberts, and Andrew Black. The amalgamation of the company of Duerdin & Sainsbury, Ltd., and the firm of Felton, Grimwade & Co. Pty., Ltd., was recently announced. No official information could be obtained regarding Drug Houses of Australia (says the "Argus"), but the fact that Messrs. McRoberts and Black are directors of Duerdin & Sainsbury and that the Messrs. Grimwade belong to the proprietary company, identifies the amalgamation with Drug Houses of Australia. The capital of Duerdin & Sainsbury is £250,000, but figures regarding Felton, Grimwade's business are not available, as it is a proprietary company. In drug trade circles a capital of £5,000,000 to conduct the two combined businesses was regarded as excessive, and it was therefore assumed that Drug Houses of Australia had been formed on comprehensive lines to pave the way for wholesale manufacturing chemists in Victoria and the other States to come into what may eventually become an Australian-wide amalgamation of the most important drug houses.

Private Arrangements

J. B. Cruickshanks, lately trading at 20 Bondgate, Darlington, chemist and druggist.—The creditors interested herein were called together on October 4 at the Mechanics' Institute, Darlington. The statement of affairs disclosed ranking liabilities of £2,316 5s. 6d., of which £861 15s. 2d. was due to the trade and £1,454 10s. 4d. to cash creditors. The assets comprised cash in hand, £21 8s. 7d.; book debts, £168 10s. 4d., estimated to realise £150; stock, £550; fixtures and fittings, £750; and a surplus from secured creditors, £111; making a total of £1,582 8s. 7d. After allowing £44 2s. 3d. for preferential claims, the net assets were £1,538 6s. 4d., or a deficiency of £777 19s. 2d. The claims of the fully secured creditors were £569, but they held security valued at £700. It was reported that the debtor commenced trading at the above address in 1922 in partnership, with a capital of £300. The partnership was dissolved after about two and a-half years, and the debtor had since traded on his own account. Proper books had been kept, and it appeared that during the last six years the profits had totalled £2,216, whilst the debtor's drawings had amounted to £2,517. The business was recently sold. After a short discussion, the creditors decided to confirm the deed of assignment already executed, and a committee of three of the principal creditors was also appointed. The following are creditors:—Afga, Ltd., £17; Armour & Co., Ltd., £15; Brooks & Warburton (American Drug Supply Co., Ltd.), £19; Butler & Crispe, £14; Parke, Davis & Co., £15; Macleans, Ltd., £18; Dalmas, A. de St., & Co., Ltd., £10; Wellington & Ward, Ltd., £14; Evans Sons Lescher & Webb, Ltd., £30; Kodak, Ltd., £23; Raines

& Co., £56; Southall Bros. & Barclay, Ltd., £33; Cartwright, W. B., Ltd., £10; bankers, £605.

Voluntary Liquidation

Anglo-French Pharmacy, Ltd., 21 Westbourne Grove, London, W.2.—A meeting of the creditors was held on October 1 at the Institute of Chartered Accountants, Moorgate Place, E.C. The liquidator (Mr. W. Holman) presented a statement of affairs, which disclosed liabilities £1,852 11s. 9d., all due to unsecured creditors. The assets consisted of stock in trade, estimated to produce £125, and other items, making total assets of £225 12s. 10d. (net £80 12s. 10d.). The liquidator reported that the company was incorporated on November 10, 1928. The objects were to carry on business as wine and spirit merchants and as chemists, but the company failed to obtain the necessary licence to carry on the former business. The pharmacy sales had been very small, amounting to only £1,206 over the nine and a half months' trading. The nominal and issued capital of the company was £500, so that the total deficiency was £227 11s. 11d. The present position was attributed to lack of capital, to heavy rent, and the failure to obtain the wine and spirit licence. Several writs and summonses had been issued, and the managing director of the company, as landlord, had put the bailiffs into possession. The liquidator had arranged with the sheriffs to carry on the business to avoid the sale of the goods by auction. Balance sheets showed that the total purchases for the period were £1,650, and there was a loss on trading of £1,300. It was decided that the voluntary liquidation should be continued with the present liquidator, and a committee of inspection was appointed. The following are among the creditors:—Allen & Hanburys, Ltd., £53; Bourjois et Cie, Ltd., £24; Coty, Ltd., £30; Dubarry et Cie, £16; Fasset & Johnson, Ltd., £34; J. G. Gambles & Co., Ltd., £22; J. C. Gussmith & Sons, Ltd., £17; C. R. Harker, Stag & Morgan, Ltd., £58; F. Newbery & Sons, Ltd., £32; Osborne, Garrett & Co., Ltd., £49; Parfumeries de Paris, Ltd., £33; Remington Cash Register Sales Co., Ltd., £28; Sangers, Ltd., £83; Yardleys, Ltd., £30.

Compulsory Liquidation

Re Pedestros, Ltd., 26 Langham Street, Portland Place, W. The accounts lodged under the compulsory liquidation of this company show total liabilities £29,497 (unsecured £17,809), assets £17,730, and a deficiency of £17,767 with regard to contributions, the issued capital being 6,000 ordinary shares of £1 each. Mr. E. T. A. Phillips, Official Receiver, reports that the company was formed in September 1917, the original intention being to exploit an artificial limb in which the patentee had interested them. The limb in which the company mainly resulted from the supply of metal artificial limbs to the Ministry of Pensions. Substantial profits, amounting in all to £70,000, were earned in the years 1922 to 1925, and dividends of 100 per cent. were declared in each of those four years. In November 1927 the directors promoted Oravox, Ltd., to exploit deaf appliances, and financed it to a considerable extent. At the date of the winding-up order, however, Oravox, Ltd., was a debtor for only £111. The failure of the company is attributed to the cancellation of the agency agreement between the company and the artificial limb makers, which entirely wiped out the company's business, also to loss by the company of the contracts with the Ministry of Pensions, following an adverse decision against the company in its action against the artificial limb makers. The Court has appointed Mr. R. R. Nash, C.A., as liquidator, with a committee of inspection.

Gazette

Partnership Dissolved

GREGORY, A. and HODSON, A., Newton, Hyde, Chester, manufacturing chemists, under the style of W. Walker & Co.

Pharmaceutical Society of Great Britain

Examination Results

THE following are the results of the examinations held in London during the present month:—

	No.	PRELIMINARY SCIENTIFIC				CHEMIST AND DRUGGIST QUALIFYING			
		Absent	Failed	Referred	Passed	Absent	Failed	Referred	Passed
Entered for whole examination ..	9	4	4	1	—	—	—	—	—
Entered for C. and D., and referred subject in Prelim. Sc. only	15	—	—	5	10	6	4	—	—
Entered for Prelim. Sc. only	142	7	72	31	32	—	—	—	—
Referred subject in Prelim. Sc. only ..	138	4	—	46	88	—	—	—	—
Entered for Chemist and Druggist only	214	—	—	—	—	14	80	53	67
Referred subject in C. and D. exam. ..	177	—	—	—	—	—	—	38	139
	695	15	76	83	150	20	84	91	206

Referred in one subject:—Botany, 51; Chemistry, 20; Physics, 12; Pharmacognosy, 20; Pharmacy, 54; Pharmaceutical Chemistry, 9; Forensic Pharmacy, 8; total, 174.

CHEMIST AND DRUGGIST QUALIFYING EXAMINATION

The following, having satisfied the examiners in this examination, have been registered as chemists and druggists:—

Abbott, Rose A., Belvedere	Clarke, J. G., Mansfield
Airey, Joseph, Catford	Coope, B. I., Bargoed
Alewood, Edwin, Swansea	Cooper, A. E., Leicester
Alcock, R. F., Peterborough	Cooper, B. B. J., Abbeywood
Apted, Thomas E., Stockport	Cooper, L. G., St. Helens
Ashford, Norman P., Bournemouth	Coppock, R. B. C., Nottingham
Astley, Royle, Heywood	Crowther, K. V., Newport
Bailey, Marion L., Birmingham	Crowther, T. W., Morecambe
Ball, W. R., Swindon	Cule, David R., Bargoed
Barton, A. R., Slough	Culverhouse, M. E., Sheffield
Bay, John W., Oxford	Curnow, C. M., Trescowe
Beatty, V. G., N. Kensington	Cutmore, T. F., Torquay
Beckett, W. A., Scarborough	Davies, D. H., St. Clears
Bell, Leonard C., Bath	Davies, D. W., Carnarvon
Bellet, F. H., Southsea	Davies, F. H. S., Lyndhurst
Berrow, L. L., Malvern	Davies, G. H., Lower Ince
Richard, E. R., Guernsey	Davies, J. E., Helsby
Bickerton, Arthur, Liverpool	Davies, L., Ogmere Vale
Birks, Muriel, Crewe	Davis, W. S., Leamington
Booth, J. S., Scarborough	Dawson, John, Tooting
Bowen, Glyn L., Swansea	Deitch, A. J., Hackney
Bridge, Davis M., Mallock	Dungworth, A. C., Sheffield
Bridgman, A. J., Clacton	Donnithorne, L. J., Redruth
Brown, James G., Portgordon	Edwards, H., Abergele
Bubb, Sydney J., South Littleton	Evans, R. E., Haverfordwest
Buckingham, G. N. W., Birmingham	Evans, T. J., Llandysul
Cattran, J. H., Penzance	Evans, W. J., Pontypridd
Christmas, A. E., March	Evelyn, G. L., Ipswich
Clack, H. G., Ealing	Everett, D. W., Hurlingham
Clark, Marjorie, Bury	Fann, A. H., Preston
	Fincham, R., Sheringham

Fortnam, Gwendolen P., Hereford	George, W. F., Colchester
Foulds, H. F., Colne	Gleave, G., Ely
Fry, C. E., Newport	Godwin, T. S., Edenbridge
Fry, Dorothy M., Harlesden	Gray, Kathleen G., Oxton
Furness, W. A., Lytham	Griffith, W. H., Swansea
Gaffin, H., Manchester	Groves, G. H., Cardiff
Garbett, L. A., Nottingham	Gunthorpe, G., Harlesden
	Hall, G. J., Hull
	Halstead, F., Oswaldtwistle
	Hann, C. T., Wellington
	Harnden, Dorothy M., Highbridge
	Harris, M., Swansea
	Harry, A. W. L., Portsmouth
	Hartman, A. P., Wimbome
	Harvey, Muriel E., Haverfordwest
	Harwood, R. C., Oxford
	Heard, F. L., Gateshead
	Herbert, S., Exeter
	Hewitt, Marion C. S., Colwyn Bay
	Hilton, J., Walthamstow
	Hind, Lena G. J., Sutton
	Hogley, Catherine M., Blackpool
	Holden, W., Haslingden
	Hollender, Edith G., Wallase
	Hope, A., Burnley
	Hoyle, John, Accrington
	Hubbard, C. J. H., Whitchurch
	Humphreys, Annie M. G., Trecynon
	Humphreys, W. H., Wrexham
	Hunt, D. G., Norwich
	Hyslop, R. H., Southampton
	Ives, W. G., Edgbaston
	James, F. R., Yuisher
	James, J. P., Helston
	Jarrett, H. W., Bristol
	Jeffers, R. E., Tewkesbury
	Jenkins, T. W., Gwancawer
	Jones, D. E., Llandrindod Wells
	Jones, Dorothy M., Harlingay
	Jones, J. J., Swansea
	Jowson, L., Beeston
	Kershaw, J., Sowerby Bridge
	King, J. W., Barnet
	Krotosky, M., Cardiff
	Lacey, A. J., Bristol
	Laing, F. J., Finchley
	Lake, R. J., Birmingham
	Lewis, B. G., Swansea
	Lewis, J. E., Accrington
	Lowe, G., Hereford
	Lucas, R. H., Blackburn
	Lumb, H. M., Sowerby Bridge
	MacKenzie, J. D., Enfield
	Mantripp, N. H., Otley
	Mantripp, H. C., Wymondham
	Marshall, R., Colne

Morris, T. R., Swansea	Morris, A. W., Bristol
Murphy, E. T., S. Ealing	Murdowney, E. T., S. Ealing
Mundon, S. E., Portsmouth	Newman, A., Liverpool
Newman, A., Liverpool	Newman, L., Sheffield
Newman, S. H., Westbury	Nobbs, H. E., Norwich
Nyfield, M., Dalston	Ogden, W. A., Cambridge
Ogden, W. A., Cambridge	O'Hare, J. M., Liverpool
Oldham, Elsie, Manchester	Palin, S. H., Liverpool
Palmer, L. S., Staplehill	Parkinson, A., Preston
Parkinson, A., Preston	Parkinson, F. A., Accrington
Pegg, L., Balham	Peirs, C. W., North Shields
Prestwich, H., Preston	Price, E., Hebron
Proctor, E. W., Gt. Shelford	Pyper, N. C., Arbroath
Radford, Lilla K., Birmingham	Randall, H., Higham Ferrers
Rhodes, S. A., Heanor	Riley, F., Accrington
Riley, G. H., York	Rillie, M. J., Hentersridge
Ritchings, Bertha A., Ecclesall	Rix, M. N., Lowestoft
Robinson, A., Denton	Robinson, D. A., Carnarvon
Rosenblatt, L., Whitechapel	Rosser, J. C., Cheltenham
Roxburgh, W. A. G., Hastings	Roskin, Doreen M., Birmingham
Sheldon, Olive E., Leicester	Shelton, A. V., Seven Kings
Shreeve, W. G., Westcliff-on-Sea	Slater, R. D., Leicester
Smith, J. E., Stow-on-the-Wald	Smith, J. M., Bradford
Solomon, H. I., Port Elizabeth	Stafford, F. T., Barry
Stockton, G. E., Ellesmere	Stockwell, A. C., Ealing
Stonlake, J. S., Nantwich	Swallow, W., Sheffield
Taylor, H. M., Oldham	Teasdale, J., Bishop Auckland
Temperton, L. R., Enfield	Tench, G. W., Southampton
Tessier, H. G., Maidenhead	Thomas, R. P., Pontypridd
Thonger, E. C., Selby Park	Thorpe, W. H., Gedling
Towndrow, M. F., Ealing	Tragheim, H. L., Edgbaston
Treavas, C. J., Penzance	Trinder, J. C., Oxford

Tupling, M. M., Newmarket
 Tyrrell, R. L., Sevenoaks
 Vinegrad, G., Hull
 Vose, J. H., St. Helens
 Wadham, G. F., Worthing
 Wakeford, R. W., St. Austell
 Walker, G. H., Barnt Green
 Ward-Booth, G. R., Wisbech
 Watts, D. P., Sheffield
 Weeks, J., Ryde
 Wetherill, R. H., Newark
 Whitford, E. H., Dartmouth
 Whitmore, G. L., Leicester
 Wiles, A. W. J., Gillingham
 Williams, A. E., Pembroke Dock
 Williams, T., Abertillery
 Williams, W. C., Bodmin
 Wilson, Kathleen M., Balam
 Winfield, F., Mickleton
 Withers, A. C., Sudbury
 Woodward, W. A., Reading
 Zion, M. J., Cape Town

Associations' Meetings

Lancaster.—The annual meeting of the Lancaster, Kendal and District Pharmacists' Association was held at Bowness-on-Windermere on October 9. Mr. A. Bate, Lancaster, presided, and expressed sympathy with the relatives of Mr. R. C. Robinson, Kendal, who had died suddenly.—The following officers were elected:—*President*, Mr. R. Smalley, Carnforth; *Vice-President*, Mr. T. M. Holmes, Bowness; *Secretary and Treasurer*, Mr. W. A. Smith, Lancaster; *Auditors*, Mr. W. C. Eastwood and Mr. H. C. Cutburt; *Committee*, Messrs. Bate, Robertson, Shattock, Aked, Spenceley, Vogt and Sidebottom. The financial statement showed a balance of £18. Miss M. E. Shattock gave a report of the British Pharmaceutical Conference at Dublin, which she attended as delegate, and was cordially thanked for her lucid account. Much interest was taken in an address by Mr. Thomas Guthrie, treasurer of the Pharmaceutical Society on *Finance and Other Things*. The affairs of a democratic society, such as theirs, should be the affair of every member. Continual interest and criticism, like the quality of mercy, is twice, nay, thrice blessed. Continuing, he said the Society, with its long history, 14,000 members and multitudinous activities and great responsibilities, would be of little avail did it not continue to be led by that gross material money. On the expenditure side last year the outlay on principal items left a surplus of a little over £10,000, from which £7,500 was allocated to a Special Building Fund, now standing at £18,120. A very substantial part of the income was represented by examination fees. Two institutions of the Society swallowed up £12,000 last year. Both had rendered the greatest service. Last year the school cost £4,000 and the "Journal" £7,650. It was conceivable that a day might come when the Society might consider that the work of the school had been accomplished, and that the money expended on teaching students might in the circumstances be more fruitfully employed in other ways—say more intensive pharmaceutical research work.—The Society's prestige might be enhanced in the future by concentration on leadership in a new field. On the items of expenditure he mentioned that branch organisation cost £2,800, representing a return of 2s. 6d. per member's subscription to the local branches. This plan was working satisfactorily. This expenditure had the approval of all the members. The establishment of the Building Fund, now £18,120, had been occasioned by the necessity of looking well ahead in connection with the Society's requirements in the matter of headquarters. The tenure of the Bloomsbury Square premises expired in less than twenty years, and the prudence of the Council in this matter, had their approval. Referring next to the Benevolent Fund, he said last year the amount distributed in annuities and grants reached £4,855, of which £2,978 represented income from subscriptions. The committee had had rather an anxious time in recent years. There was one direction in which he should like to see the activities of the branches bear fruit, to increase the membership of the Society. There were 21,000 names on the register and 14,000 in the Society. The gap was too wide; at least 4,000 of the 7,000 still outside should be brought in.

Possibly if the Departmental Committee's report was presented, and if legislation resulted from it, they might get compulsory membership. The War Auxiliary Benevolent Fund stood at £10,000; the Orphan Fund, with a capital of £4,600, was used to help the orphans of members. The various Scholarship Funds amounted to £12,000, representing legacies and gifts from various friends of the Society. The profits of the commercial side of pharmacy were being applied to the perfecting of the scientific and technical side. Mr. Guthrie also referred to the Parliamentary Fund, Life Assurance, the Sickness and Provident Fund, and the Chemists' Friendly Society, and, in conclusion, touched on the training of apprentices. A discussion followed, in which Mr. R. H. Barker (Windermere), Mr. A. H. Robertson (Lancaster), Mr. W. A. Smith (Selby), Mr. W. Sidebottom (Morecambe), Mr. W. S. Murray and Mr. Robertson (Windermere) took part. Mr. Guthrie being thanked for his visit.

Liverpool.—The first meeting of the winter session of the Liverpool Chemists' Association and Branch of the Pharmaceutical Society was held on October 16 at the Royal Institution, Colquitt Street, Mr. J. G. Wallbridge presiding. Mr. J. L. Hirst said it gave him great pleasure to propose Mr. L. Moreton Parry, president of the Pharmaceutical Society, as president of the Association for 1930. As they all knew, Mr. Parry had never sought the office. His election to the position was long overdue, but now that he was fulfilling the highest office in the profession they would be honouring themselves by asking him to occupy the presidential chair of their Association for the ensuing year. Mr. Harold Wyatt, in seconding, said that Mr. Parry had so many irons in the fire that he must find it very difficult to keep them all hot. On the Pharmaceutical Council he had spent a good deal of time and energy, and had done splendid work. This had been duly recognised, and it now remained for the Liverpool Chemists' Association to show their appreciation. He had given himself heart and soul to everything they had originated or organised. They were not by any means slighting their old friend Mr. Wallbridge, who had given them definitely to understand that he did not want to occupy the presidential chair for a second year. They all appreciated his very efficient work, and recognised that he had been an ideal president. They would all be sorry to see him vacate the chair. There was no other nomination, and the choice of Mr. L. Moreton Parry was unanimously approved. Mr. G. W. Marris (Evans Sons Lescher & Webb, Ltd.) read papers on *Modern Aspects of Materia Medica and Chemical Counterfeits—How They Help Sometimes*. Mr. Marris said that modern pharmacy was different from that of fifty years ago, but there were still a few things they could not do, and one was to prevent certain drugs becoming inert. They were sometimes congratulated upon the care they took in dispensing, but they really enjoyed the work, as it was interesting all the time. In the discussion which followed, Mr. Rae said that medical men do not get the same results from the alkaloids as they do from the extracts of the corresponding drugs. Mr. H. Wyatt remarked that scientific medical men do not understand and do not take the trouble to inquire into some of these matters. Scurvy was a lamentable example. In the other paper Mr. Marris gave advice as a result of his experiences. On the proposition of Mr. J. L. Hirst, seconded by Mr. Wyatt, a hearty vote of thanks was accorded to Mr. Marris.

Walthamstow.—The annual meeting of the Walthamstow and District Pharmaceutical Association was held on October 16. A lively discussion took place on price cutting, and the following resolution was passed:—"This Association, while appreciating what has been done in the past by the P.A.T.A., are greatly concerned with the present increased cutting of P.A.T.A. lines, and would impress upon the P.A.T.A. executive the necessity for further action if they wish to keep members loyal." Mr. T. T. Leighton was elected *President*, and Messrs. A. M. Brown, G. F. Deeth and W. Gray, members of the *Committee*. Mr. W. E. Gaze was elected *Secretary and Treasurer*. Mr. A. M. Brown was heartily thanked for the able way he had filled the office of president for the last four years.

Pharmaceutical Society of Northern Ireland

Council Meeting

THE monthly meeting of the Council was held recently in the Society's rooms, Scottish Provident Buildings, Mr. A. C. McBride in the chair. There were present also Mr. S. S. Badger, Mr. R. I. Edwards, Mr. S. Gibson, Mr. J. F. Grimes, Mr. H. Lancashire, Sir Thomas McMullan, Mr. H. McRoberts, Mr. W. Martin, Professor Small, Mr. W. S. Taylor, Mr. H. Todd and Mr. A. Wilson. Mr. David Kirkpatrick (secretary) was in attendance.

CORRESPONDENCE

Mrs. Woodside, Ballymena, wrote acknowledging the Council's resolution of sympathy on the death of her husband, Mr. J. A. Woodside, J.P., Ph.C.

Letters were read from Messrs. Herbert Skinner and L. Moreton Parry acknowledging receipt of the Society's diploma of honorary membership.

The secretary intimated that Mr. Thomas S. Strahan, B.Sc., of the Ministry of Home Affairs, had been appointed by the Home Secretary as registrar of the Society in succession to Mr. W. D. L. Greer, who had gone to Cambridge.

Mr. Greer wrote acknowledging the kindness of the members of the Council to him during the period he was registrar.

SALE OF SPIRITUOUS MEDICINES

The North Irish Pharmacists' Association wrote asking if the Council would co-operate with the Association in drawing attention of the Excise authorities to the sale of spirituous preparations by grocers and other traders, and stating that a similar letter had been sent to the U.R.D.T.A.

Mr. TODD said this matter was of importance to the trade. It had been debated by the N.I.P.A. Committee, and it would be of great benefit to the trade if the practice in Northern Ireland could be made the same as that in England.

Mr. McBRIDE said a strong representation should be made to the authorities on the subject. He suggested that a committee of the president, the vice-president and the secretary should be appointed to meet the N.I.P.A. on the matter. This was agreed to.

A QUESTION OF RECOGNITION

Miss Maureen McMullan, a pharmaceutical student, Omagh, wrote stating that the chemistry class for pharmaceutical apprentices in the Technical School had fallen through, as she was the only pupil who had attended. The same teacher was teaching the class in the Academy, Omagh, and she would attend that class if it would be recognised by the Society.

Sir THOMAS McMULLAN said he was afraid it would come to this, that they would have to recognise individual teachers.

Professor SMALL gave notice of motion that the Academy in Omagh be recognised.

ELECTION OF PRESIDENT

Mr. McBRIDE said that, unfortunately, five members of the Council had been disfranchised owing to a misunderstanding in the reading of the Act regarding the payment of subscriptions. He hoped they would be back with them as soon as possible.

Mr. LANCASHIRE moved the appointment of Mr. McBride as president, paying tribute to his previous service in the chair.

Mr. BADGER seconded the motion, which was passed by acclamation.

Mr. McBRIDE, in acknowledgment, said he was glad nothing had been said as to how long he was to be president. It was an election *pro tem.*, and as their disfranchised colleagues would be eligible for co-option shortly a requisition could be given that day for a special meeting which could co-opt them.

On the motion of Mr. McBRIDE, seconded by Mr. TODD, Mr. S. S. Badger was appointed vice-president.

Mr. BADGER said he would do all he could for the advancement of pharmacy in Northern Ireland.

Mr. GIBSON moved the election of Mr. R. I. Edwards as treasurer. Mr. A. WILSON moved the appointment of Mr. McRoberts, who asked that his name be withdrawn. This was agreed to, and Mr. Edwards was unanimously appointed.

The election of committees was left over till next meeting.

EXAMINATION RESULT

The secretary read the result of the autumn Pharmaceutical Preliminary examination at Queen's University, which showed seven passes as follows:—Emily L. Norwood, Alexander Best, John H. Harbison, Anna P. McGuigan, Violet E. M. McNeill, Emerson H. Monteith and John W. Wright.

COUNCIL VACANCIES

THE SECRETARY reported five extraordinary vacancies on the Council. They could do nothing that day, he said, in the way of co-option, but if seven members present signed a requisition they could summon a special meeting and deal with the filling of the vacancies in a week.

THE PRESIDENT said he hoped the five members who had gone would all be co-opted unanimously. He fixed the special meeting for 3 p.m. on October 25.

PROPOSED MEDICAL BENEFIT SCHEME

Mr. TAYLOR asked for information as to the proposed introduction of medical benefits to Northern Ireland.

THE PRESIDENT said the N.I.P.A. had the matter well in hand. There would be further committee meetings, and those co-opted by the committee would be summoned. It was believed that the scheme would come into force next July, but they could not go on without the pharmaceutical chemists.

Mr. EDWARDS said that a committee representing every county in Northern Ireland had been appointed, and everything possible would be done to safeguard chemists. There was some talk of the Scottish scheme being adopted in Northern Ireland.

Home Office Report

THE Minister of Home Affairs for Northern Ireland has prepared a memorandum on pharmacy administration for the year ended August 31, 1929, which has been forwarded to the Pharmaceutical Society of Northern Ireland.

REGISTRATION

The number of names on the registers on September 1, 1929 and 1928, was as follows:—

	1928	1929
Pharmaceutical chemists	559	628
Superintendents of bodies corporate (Ph.C.)	44	44
Chemists and druggists	16	16
Superintendents of bodies corporate (C. and D.)	2	2
Registered druggists	313	316
Superintendents of bodies corporate (R.D.)	2	2
Certified assistants	17	17
Apprentices	317	362

On September 1, 1929, the number of registered druggists, assistants and apprentices who had become qualified as pharmaceutical chemists and registered as such was:—Chemists and druggists, 1; registered druggists, 105; assistants, 9; apprentices, 63.

ANNUAL LICENCES

The number of licensed premises on September 1, 1928 and 1929, was as follows:—

	1928	1929
Pharmaceutical chemists	302	314
Chemists and druggists	5	5
Registered druggists	89	88

Of the total number of pharmaceutical chemists' licences forty-eight were issued to bodies corporate, and eight to executors of deceased pharmaceutical chemists. Of the total number of registered druggists' licences two were issued to bodies corporate, and four to the executors of deceased registered druggists. During the year under review a change was made in the form of the licence issued to pharmaceutical chemists.

LICENCES FOR THE SALE OF AGRICULTURAL AND HORTICULTURAL POISONS

On November 6, 1923, a new Order was issued under Section 2 of the Poisons and Pharmacy Act, 1933. The new Regulations differ little in substance from the Regulations previously in force. Two alterations are, however, worthy of mention:—(1) A regulation was inserted providing that where an Order was made by the Minister of Home Affairs revoking a licence, the local authority should not grant a licence for the same premises without first obtaining written permission from the said Minister. (2) The new regulations require local authorities on granting licences to notify the secretary of the Pharmaceutical Society and the Ministry of Home Affairs.

On June 1, 1928, there were ninety-three agricultural poison licences in force. On June 1, 1929, there were 103 of these licences in existence.

PHARMACY INSPECTOR

During the year under review the pharmacy inspector paid 804 visits of inspection to pharmaceutical chemists, chemists and druggists and registered druggists. He paid 114 visits to agricultural poison licence holders, and eighty-seven visits to traders suspected of selling poisons. In addition numerous visits were paid to street markets and fairs, and action was taken in cases where sheep dips, etc., were being sold, with the result that this form of trading has now practically disappeared.

PROSECUTIONS

There were two prosecutions under the Pharmacy Acts during the year. Both were for selling poison without being duly licensed. In one case a fine of 10s. with £2 costs was imposed, and in the other a fine of £5 with costs was imposed.

DANGEROUS DRUGS

During the year four Orders relating to dangerous drugs were made:—

(1) The Dangerous Drugs Act (Northern Ireland), 1925, was brought into operation in Northern Ireland by an Order dated November 6, 1928.

(2) By an Order dated January 19, 1929, made under Section 2 of the Dangerous Drugs Act, 1920, the list of drugs to which Part III of that Act applies was further increased by the addition of benzoyl-morphine, dihydro-oxycodone, dihydrocodeinone, and their respective salts.

(3) By an Order dated February 13, 1929, all the existing English Raw Opium Regulations (only some of which had hitherto applied) were applied, subject to certain modifications and adaptations.

(4) By an Order dated February 13, 1929, the English Regulations entitled "The Dangerous Drugs (Consolidated) Regulations, 1923," were applied to Northern Ireland, subject to certain modifications.

The number of Orders and authorities now in force under the Dangerous Drug Acts has been substantially reduced owing to the issue of the English Consolidated Dangerous Drug Regulations; and although the law on this subject is still somewhat involved, the recent changes have, undoubtedly, tended towards simplification. By a recent Order in Council esters of morphine have in England been brought within Part III of the Dangerous Drugs Act, 1920. Similar provisions will be made in Northern Ireland in the near future.

THE NEW CALENDAR

The Calendar to which reference was made in last year's report has now been published. The Regulations dealing with examinations were complicated and difficult for candidates to understand. The new Regulations are much more simple and compact. The Registers are now included in the Calendar. The Ministry has agreed to allow the Society an annual grant of £10 in respect of the expense involved in publishing them.

METHYLATED SPIRITS

The sale of methylated spirits for drinking purposes still exists in some parts of Northern Ireland. The Ministry trusts that in future all chemists who hold these [methylated spirit] licences will exercise discretion.

Festivities

North London Dinner and Dance

THE North London Pharmaceutical Association and Branch of the Pharmaceutical Society held a reunion dinner and dance at the Restaurant Frascati on October 17. The chair was occupied by Mr. D. Anderson, and about 100 members and guests, including Mr. H. N. Linstead (secretary of the Pharmaceutical Society) and Mr. Vernon Porter (director, S. Maw, Son & Sons, Ltd.), partook of an excellent dinner. There were no speeches, and the loyal toast was the only one proposed. Dancing commenced at 9 p.m. and continued until midnight. The evening passed very successfully, thanks to the efficiency of the organisers.

Western (London) Pharmacists' Reunion

THE annual reunion supper and whist drive of the Western Pharmacists' Association of London took place on October 17. The president and Mrs. Morley Taylor welcomed eighty members and friends, amongst whom were the vice-president of the Pharmaceutical Society (Mr. A. R. Melhuish) and Mrs. Melhuish, Mr. and Mrs. G. W. Evans, Mr. and Mrs. B. R. Williams, Messrs. Mortimer, Bonner, Falding, Royle, and Noble. After supper the president presented the Bonner cup and replica for shooting to Mr. C. E. Courtney. A whist drive followed, the prizes being won by the following:—*Ladies*: 1st, Miss C. M. Hall; 2nd, Mrs. A. M. Ford; consolation, Mrs. G. Thomas. *Gentlemen*: 1st, Mr. D. R. Webb; 2nd, Mr. C. C. Islip; consolation, Mr. R. E. Baldry. *Hidden Ladies*: Mrs. Garner. *Hidden Gentlemen*: Mr. A. R. Melhuish. A vote of thanks to the social secretary (Mr. Gwilym Thomas) was passed, and the evening closed with a vote of thanks to Mrs. Morley Taylor for presenting the prizes.

Manchester Dinner

THE annual dinner of the Manchester Pharmaceutical Association took place on October 16. This year, in place of the musical entertainment a dance was held after the dinner. The president (Mr. W. I. Scholes) received the guests, who included the president of the Pharmaceutical Society (Mr. L. Moreton Parry) and Mrs. Parry. The president of the Association (Mr. W. I. Scholes) presided, and was supported by Mrs. J. H. Franklin, Mr. L. Moreton Parry and Mrs. Parry, Mr. G. A. Mallinson, Dr. A. D. Macdonald (Reader in Therapeutics and Materia Medica at the University), Mrs. Macdonald, Mr. Walter Davies, J.P., and Mrs. W. Davies. After the toast of "The King" had been honoured, Councillor F. W. Bates, J.P., proposed the toast of "The Pharmaceutical Society of Great Britain." He congratulated Mr. Parry on his election as president of the Society. Mr. Parry, in reply, thanked Councillor Bates for his appreciation. He complimented Manchester on their representative on the Council, Mr. E. H. Simmons, and he appealed to the younger members to help in the work of the branches. Mr. G. A. Mallinson, in proposing the toast of "The Manchester Pharmaceutical Association," said that it was his mother association. In it he had his first training in pharmaceutical affairs. He would like to suggest that they were getting too many pharmaceutical organisations, and it would be better if these various interests were made sectional parts of the Association, when the work could be co-ordinated. The president (Mr. W. I. Scholes), in responding, said the Manchester Pharmaceutical Association was a live organisation. Their criticism had always been constructive. Councillor R. G. Edwards proposed the toast of the guests. Dr. Macdonald responding on behalf of the guests, thanked the Association for their hospitality, and said that the relation between medicine and pharmacy was close, and they were now co-operating. Mr. Wyatt proposed a hearty vote of thanks to the chairman. Dancing commenced at the conclusion of the speeches and continued until midnight.

BRADFORD CORPORATION has decided to spend £4,850 on a new weights and measures department.

Pharmacy Week Displays

The following notes on Pharmacy Week window displays have reached us:—

BRADFORD.—About two-thirds of the chemists in Bradford made special Pharmacy Week window displays. Mr. A. Faulk was chairman of the local committee which had the matter in hand, with the help of Mr. Fish. These two gentlemen, together with Mr. F. E. Burdett, arranged for a special poster for exhibition in the city tramcars. The poster, merely said: "If you Want a Motor Car, look at your Chemist's Window." The reference to the motto competition had a good effect, if one may judge by public interest in the windows during the week. The special pelmets and other publicity matter were freely used, and chemists took up the leaflets for issue to customers.

CARDIFF.—Pharmacy Week has been well supported in the Cardiff area, some thirty establishments displaying the yellow announcements. A survey of the pharmacies should convince the layman that the work of the chemist is of a highly technical character and requires a trained person to carry out the principal duties. Most pharmacy windows have displayed such utensils as mortars, scales and measures, and in some cases surgical sundries. Another type of attraction very much in evidence was made by specimens of drugs, distinctly labelled in Latin and English. One pharmacist had two earthenware confection jars displayed. Not a few chemists were exhibiting some form of own-name toilet preparations or medicaments, made from ingredients similar to the drug specimens on view. Each display has given prominence to the card inviting the public to enter the slogan competition.

LEEDS.—In Leeds the Pharmacy Week movement was taken up by the great majority of local private chemists. The uniformity of colour undoubtedly had a good effect in concentrating public attention on the private pharmacies, and most of the chemists put in attractive window displays. In two large areas of the city and suburbs the chemists combined in a collective Press display advertisement, containing the names and addresses of those concerned. Messrs. H. Lancaster and W. Eadie were responsible for the particular organisation of that effort. In the remainder of the city, where the date of the publication did not coincide with Pharmacy Week, advertising was more a matter of individual choice and the fullest possible utilisation of literature and display matter. Hirst, Brooke & Hirst, Ltd., manufacturing chemists, who have recently been making considerable alterations to their showrooms (*C. & D.*, September 28, p. 389), took advantage of the opportunity to put in a model Pharmacy Week display window of sundries, ahead of the week proper, and issued a general invitation to chemists to visit it and help themselves to ideas.

LIVERPOOL.—Pharmacy Week was well supported by the Merseyside chemists, and though from a business point of view last week was one of the worst experienced for some time, it is generally considered that this effort to educate the public will eventually bear fruit.—Among the noteworthy displays in the district was that of Mr. J. G. Wallbridge, Ph.C., who had an interesting exhibition embodying pharmaceutical apparatus, crude drugs, pictures of medicinal plants, text-books and sick-room requisites. Cards explained the uses of the various articles displayed.

NEWCASTLE-UPON-TYNE.—An excellent show was made by some of the local chemists during Pharmacy Week. Notable among these was that of Mr. Rufus Hepworth, who dressed one window attractively with materia medica specimens, while special posters were found to advantage. Mawson & Proctor, Ltd., Mr. T. H. Flemming, and the branches of Boots, Ltd., also rose to the occasion admirably.

PLYMOUTH.—Pharmacy Week synchronised with a shopping festival at Plymouth, and in consequence was not observed to a marked extent. There was no unusual newspaper publicity, and few pharmacists made a special feature of the week. Most of them, however, displayed the advertising material which had been prepared at headquarters, and in several instances prominence was given to offers of free samples of various preparations to

the public. The window displays were mainly concerned with special lines for which the individual chemist had built up a local reputation.

SHEFFIELD.—Most of the Sheffield chemists made a good show of materia medica specimens and dispensing utensils; also most of the older pharmacies had some old jars in their windows, along with old brass mortars and pestles. Two at least had prescription books nearly 100 years old on show, and one pharmacy had a leather bottle in which oil of ricini was imported, and which is reputed to be over 300 years old.

WORCESTER.—Pharmacy Week has not appealed very strongly to chemists in the city, though there have been some notable displays, particularly those of Messrs. Baldry, Hornblow & Son, and Anderson & Virgo, who have obtained effective results with such articles as drugs, therapeutic remedies, surgical and other appliances. Much attention was drawn to the Foregate branch of Anderson & Virgo, who put in a striking and tasteful display, one window being almost exclusively taken up with materia medica specimens and pharmaceutical equipment, with descriptive show cards. On the top of window were the polished horns of the first cow used in vaccination by Jenner. [Photographs and an account of this interesting Jenner relic were published in the *C. & D.*, 1924, 1, 770.]

Displays from Cut-Outs

USEFUL ideas for improving window displays were shown at this year's convention of the British Association of Display Men. A demonstration of particular interest to the retail chemist was given by the display manager of D. & W. Gibbs, Ltd., who showed how the cut-outs and other window advertising material supplied by manufacturers can be converted into original and eye-catching displays. Instead of merely placing such material in a display, the retailer was urged to use it in such a way that his windows would be distinctive. As one example, the lecturer took a cut-out representing a boy shooting an arrow from a bow and a few slogan cards, and with these a display of considerable interest was built up. A screen suggesting an enlarged human mouth was suspended on the opposite side of the window, and small cardboard figures, representing "decay imps," were attached to the teeth. The makers' cut-out was so placed that the boy appeared to be shooting his arrow at the "germs," and with a card reading, "Fights the Decay Imps," a striking display was secured. How a novel touch can be introduced by simple means was shown with the aid of two cardboard cut-outs representing tubes of shaving cream. The caps were cut off and one cut-out was suspended against a dark background on either side of the display. The demonstrator then took two lengths of white card, and cut them so that when they were pinned to the cut-out tubes they gave the effect of the cream issuing in a steady stream.

The possibilities of crêpe paper for securing a "quality effect" were demonstrated. Screens made in sections of simple geometrical shape are one of the most popular methods of securing backgrounds for modern displays, and the demonstrator showed that delicately-tinted crêpe papers, pleated or draped on light wooden frames, are an inexpensive but highly attractive means of obtaining such screens. This paper was also shown to have many novel uses; when dipped in paste, for instance, it can be moulded, and dried hard with a brilliant finish. Designs such as flowers and leaves can be moulded in relief, and bold lettering can be built up on a suitable background. Another idea is to stretch a piece of ordinary wire netting on a wooden frame, and to build up a simple design by wedging crêpe paper between the holes of the wire. By using appropriate colours, an unusual treatment of simple designs is easily secured, including flowers, trade marks, feathers, and so on.

At a novelty fittings parade, some of the latest of the modern shopfitter's sales helps were displayed. The object of interest to retail chemists included cubal display fittings, which offer a good means of securing an agreeable modernist note in windows where it may be useful, such as displays of perfumery.

Trade Notes

THE COMMERCIAL MOTOR Transport Exhibition is being held at Olympia, Ltd., London, W., from November 7 to 16.

VAPOSAN.—McClure, Young & Co., Ltd., Glenthams Road, Barnes, London, S.W.13, advertise a seasonable line in this issue.

C. E. FULFORD, LTD., Carlton Hill, Leeds, offer to send a Zam Buk showcard (20 in. by 22 in.) printed in eight colours to any chemist who applies for one.

AN UNUSUAL ADVERTISEMENT.—Kotex, Ltd., 78 Salisbury Road, London, N.W.6, give in the advertisement pages some details of their business which chemists will read with amusement.

HORLICK'S MALTED MILK CO., LTD., Slough, ask chemists to give every customer for Horlick's Malted Milk a mixer free of charge. The gift scheme comes into operation on November 12.

SANDOZ INDEX.—Sandoz Chemical Works, 5 Wigmore Street, London, W.1, have sent us a copy of the "Sandoz Index of Pharmaceutical Products" which they distribute to members of the medical profession.

RADIO-ACTIVE-MATRAT-INSOLES, LTD., 248 West George Street, Glasgow, invite chemists to become agents for their products, insoles for alleviating rheumatic pains. A coupon will be found in the advertisement pages.

YEAST TABLETS.—Thompson & Capper Wholesale, Ltd., Manesty Buildings, College Lane, Liverpool, in their announcement in this week's issue of the *C. & D.*, make an attractive offer in connection with their yeast tablets.

BEMAX BONUS.—Fasset & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1, who are the sole distributors of Bemax in this country, announce that a bonus in connection with a window display is available until November 14.

THE BRITISH DRUG HOUSES, LTD., 16-30 Graham Street, City Road, London, N.1, have prepared a brochure dealing with the manufacture and administration of Pituitary Extract, B.D.H., copies of which may be obtained on application.

CHRISTMAS DISPLAYS.—Dudley & Co., Ltd., 558 Holloway Road, London, N.7, who are specialists in window display materials, invite chemists to send for particulars of the accessories the company can supply for special displays during the festive season.

GELL'S FOOT-ROT OINTMENT.—The retail prices of Gell's Foot-rot ointment are 1s. 6d. and 3s. per tin, and not as printed in the Veterinary Supplement in the *C. & D.*, October 12, p. 39. Further particulars of this preparation may be obtained from Hirst, Brooke & Hirst, Ltd., Millgarth Mills, Leeds.

NATIONAL MARK MALT EXTRACT.—Many *C. & D.* subscribers will be interested in the advertisement in this issue of the Empire Marketing Board, Westminster, London, S.W.1, according to which, it will be seen, the national mark scheme is to be applied to malt products, notably pharmaceutical, bakers' and veterinary malt extract.

TREATMENT OF ASTHMA.—The Silverdale Manufacturing Co., 110 Cheapside, London, E.C.2, who are the agents in Great Britain for the products of Dr. Ernst Silten, Berlin, N.W.6, have available an illustrated brochure dealing with the use of the Atmos nebulisers in the treatment of asthma. The apparatus is comparatively inexpensive, and electrically operated models are supplied suitable for working from all voltages and currents.

CANDA IODINE PEN.—William Alfred Jones, Ltd., West India House, Liverpool, are the sole export agents for the Canda iodine pen (made by Clay & Abraham, Ltd.), and inquiries and orders from abroad should be addressed to them. Leaflets and advertising matter printed in various European languages are available, and we have had the opportunity of inspecting the labels in French, German, Italian, Spanish, Dutch, Portuguese, and Danish, and a showcard printed for Czechoslovakia. A Canda mosquito pen is also supplied.

HOT-WATER BOTTLE COVERS.—Solport Brothers, Ltd., 134-192 Goswell Road, London, E.C.1, have placed on the market two new hot water bottle covers which chemists will find are noteworthy in more ways than one. The Eitherway cover, which has been provisionally protected, has the novelty that one side of the cover is thicker than the other, enabling it to be reversed so as to yield more heat under a variety of conditions that occur in practice. The other cover, the Dreamland, has the appearance of a de luxe article, although it is not expensive, being covered with an artificial silk, and is an article of considerable decorative excellence.

DIGINUTIN.—Burroughs Wellcome & Co., London, E.C.1, have placed on the market a stable solution of the total glucosides of digitalis leaf free from inert extractive matter. Specimens biologically tested, after storage for more than twelve months, have shown no diminution in activity. The potency of Diginutin is adjusted to that of the B.P. tincture, and is controlled by physiological tests. It is issued in bottles of 1 fl. oz. and 8 fl. oz.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1929, p. 333.

(From "The Trade Marks Journal," September 25, 1929.)

"REALPHENE" for medicinal chemicals (3). By Etablissements Albert Buisson, F. Jalot & Cie, 157 Rue de Sévres, Paris, 505,420.

"VACSEAL" for containers (13). By Vaseal Containers, Ltd., Westminster House, Great George Street, London, S.W.1. 502,163.

"SAVENE" for perfumed soap (48). By Co-Operative Wholesale Society, Ltd., 1 Balloon Street, Manchester. 494,008. (Associated.)

"ROSOLA" for hair preparations (49). By Goodall, Backhouse & Co., 7-15 White Horse Street, Leeds. 504,224.

"ZOTIS" for perfumery, etc. (48). By Soapless Foam, Ltd., 55 & 55 Pall Mall, London, S.W.1. 504,833.

"DULORIA" for perfumery, etc. (48). By Edith M. Johnson, 17 Collingham Place, London, S.W.5. 504,913.

"SECTOSEAL" for sealing devices for bottles, etc. (50). By W. MacAdie, 20 Southwood Avenue, Highgate, London, N.6. 501,700.

"PRO-DEX-TOP" for tooth brushes (50). By R. Addis, Brush Works, Ware Road, Hertford. 505,589.

(From "The Trade Marks Journal," October 2, 1929.)

"DE-LUX" for photographic chemicals, etc. (1). By Nobel Chemical Finishes, Ltd., Imperial Chemical House, Millbank, London, S.W.1. 503,989.

Geometrical design with picture of early steam engine; for photographic chemicals (1). By The Chemical & Insulating Co., Ltd., West Auckland Road, Darlington. 505,337.

"KOSMOL" for medicines for affections of the stomach, kidneys and liver (3). By G. H. Mosby, 3302 Reading Road, Cincinnati, Ohio, U.S.A. 500,031.

"QUINISAN" for a pharmaceutical preparation (3). By Howards & Sons, Ltd., Uphall Road, Ilford. 502,838.

"POLPOSOLVIN BRAND" for medicinal chemicals (3). By H. R. Napp, Ltd., 3 and 4 Clement's Inn, Kingsway, London, W.C.2. 503,430.

Seal design with Russian characters meaning "Leningrad Stores Trust Leningrad Trade Mark" for medicinal glycerine (3). By Leningrad Jirovov Trust (Lenjet), Fontanka 19, Leningrad, Russia. 503,665. (Associated.)

"ORASEPS" for a mouth wash (3). By Marie E. L. Barton, "Roethimay," 4 Valkyrie Road, Westcliff-on-Sea. 505,187.

"NIMO" for medicinal chemicals (3). By Davy's Drug Stores (Penge), Ltd., 3 Central Exchange, High Street, Penge, London, S.E. 20. 505,707.

"DIFIS" for a hand-cleaning preparation, etc. (47). By C. M. Mills, Tanner's Lane, Pendleton, Salford. 505,710.

"LAVENDER OF THE WEALD" with circular landscape and name and address of applicant ("Lavender of the Weald" disclaimed); for lavender water (49). By H. R. Camplin, 5 West Street, Horsham, Sussex. 505,278.

Personalities

SIR LEONARD ROWLAND, chemist and druggist, Wrexham, recently addressed the local Rotarians on the subject of "Pharmacy."

MISS KATHLEEN T. JACKSON, chemist and druggist, second daughter of Councillor R. E. Jackson, Ph.C., North Shields, has gained the B.A. degree (Durham).

COUNCILLOR J. H. SMITH, chemist and druggist, the mayo-elect of Dartmouth, is a native of Burley, and was formerly in business as a chemist and druggist in Rishton, Blackburn.

MR. F. E. BATTERSHILL, chemist and druggist, Barnstaple, addressed the members of the Barnstaple Rotary Club, on October 10, on the subject of "Pharmacy—Ancient and Modern."

ALDERMAN DEACON, J.P., chemist and druggist, Bridgwater, has been appointed one of the Somerset County Council's representatives on the Somerset Insurance Committee for a period of five years.

BRO. H. RILEY, representative of the Erasme Co., Ltd., for the Eastern Counties and Southern Midlands, was invested as Senior Warden of Royal Edward Lodge, No. 1489, on October 11 at Freemasons' Hall, London, W.C.2.

MR. F. E. SMITH, D.Sc., F.R.S., Director of Scientific Research at the Admiralty, has been appointed by his Majesty in Council to be Secretary to the Committee of the Privy Council for Scientific and Industrial Research on the resignation of Mr. H. T. Tizard, F.R.S.

MR. O. L. CARRINGTON, chemist and druggist, Chipping Norton, addressed the Oxford Rotary Club, recently, on "The Pharmacist, his History and Work." Mr. Carrington also lectured on "Chiropractic Pharmacy" at the recent provincial convention, held in Sheffield, of the Incorporated Society of Chiropractors.

MR. GEORGE D. DENWOOD, chemist and druggist, Chesterfield, who has been elected president of the local chamber of trade, is the manager of the local branch of Boots, Ltd., which post he has held for the last twenty-five years. Mr. Denwood is also a past-president of the Chesterfield and District Chemists' Association.

MR. PETER H. LENTON, who attended at Sandringham recently, when the King personally presented to him the gold medal which his Majesty awards annually to the head boy of King Edward VII Grammar School, King's Lynn, is the son of Mr. W. H. Lenton, Ph.C., Hunstanton. Mr. Lenton, jun., is now at Emmanuel College, Cambridge, with a view to taking a medical degree.

Marriages

BUCHANAN—WRIGHT.—At Booterstown Parish Church, Blackrock, Co. Dublin, on October 9, by the Rev. T. A. Harvey, B.D., Frederick William Buchanan, Ph.C., Blackrock, eldest son of Mr. and Mrs. W. Buchanan, Portrush, to Annie Evelyn Wright, Ph.C., elder daughter of the late Mr. W. T. Wright and Mrs. Wright, 30 Eglington Terrace, Portrush.

CRONHELM—ARMSTRONG.—At Fivemiletown Parish Church, Co. Tyrone, on October 14, J. Henry Cronhelm, Ph.C., Strandtown, Belfast, to Mary Evelyn Armstrong.

HARMON—KENT.—At Old Swinford Church, Stourbridge, on October 8, Thomas Victor Harmon to Edith Mary Kent, chemist and druggist.

HUGHES—HUGHES.—At the Horeb Welsh Wesleyan Church, on October 15, Gwilym Hywel Hughes, chemist and druggist, Conway, to M. Hughes.

SIMISTER—WEAVER.—At St. Mary's Church, Hay, Hertfordshire, on October 2, Richard W. K. Simister, chemist and druggist, to Alice Weaver.

THOMAS—STANSFIELD.—At St. Peter's Collegiate Church, Wolverhampton, on October 7, Charles Evan Thomas, chemist and druggist, to Mary E. Stansfield.

Deaths

BATTLE.—At 31 Curzon Road, Waterloo, Liverpool, on October 18, Rachel, the wife of Mr. J. H. Battle, Northern representative of Smith & Co., lozenge manufacturers, 132 Borough, London, S.E.1. Interred at St. Luke's, Great Croft, on October 22.

DIXON.—At Speldhurst, on October 12, Mr. William Dixon, chemist and druggist, aged eighty-nine. Mr. Dixon was a native of Ash-next-Sandwich, where for many years he was in business. For more than fifty years he was organist of the Parish Church, and he was one of the oldest members of the Cinque Ports Lodge of Freemasons, Sandwich.

TREGELLAS.—At a nursing home in London, on October 16, suddenly, Mr. Clifton Piri Tregellas, Ph.C., aged sixty-seven. Mr. Tregellas was with Burroughs Wellcome & Co. more than twenty-seven years; the greater portion of this period was spent at the Wellcome Chemical Works, Dartford.

WILLIAMS.—At Cairo, Egypt, on October 11, Ethel Mabel, wife of Mr. T. Howell Williams, M.P.S.

Wills

MR. JOSEPH GILBERT JACKSON, of 20 Grove Road, Millhouses, Sheffield, formerly of 33 Crescent Road, Sheffield, pharmacist, founder of J. Gilbert Jackson, Ltd., Abbeydale Road, Sheffield, left estate of the gross value of £10,460 9s. 11d., with net personality £8,105 15s. 10d. Probate of the will dated March 15, 1924, has been granted to his widow, Mrs. Florence Jackson, of the same address, and his son Joseph Gilbert Jackson, of Michaelchurch, Kingsfield Avenue, North Harrow, Middlesex, chemist. The testator left his household effects to his wife, 100 £1 Ordinary Shares in J. Gilbert Jackson, Ltd., each to Alfred Preston and Charles Percy Gilbert if respectively in the employ of the Company at his death, and they also in that case each to have the option of purchasing 550 £1 Ordinary Shares in the said Company at a price to be fixed by the auditors for the time being of the Company. The residue of the property he left to his wife for life with remainder to his son Joseph Gilbert Jackson.

SIR ROBERT WOOLLEY WALDEN, C.B.E., D.L., J.P., of Bella Vista, Warringtonham, Surrey, formerly in business as a chemist and druggist in Elizabeth Street, S.W.1, who died on August 14 last, left £20,182 19s. 3d., with net personality £14,882 0s. 9d. He gives:—

£300 to the Vicar and Churchwardens of St. Luke's Church, Witley, for keeping in repair the family graves and for the sick and needy. His portrait in oil, presented to him by the Corporation of Westminster, to the Rural District Council of Spalding, Lincoln, his native town. £200 to the Grammar School at Spalding, of which he was a scholar, for a Walden Prize for the scholar who has made the best progress during the year. An annuity of £104 and furniture for four rooms "to my excellent maid." Florence Ireland. £400 to Winifred Jezard, housemaid. £700 to Kathleen Anderson. £100 each to Winifred McQueen, Percy McQueen, Beatrice Mary Hutchinson and Robert Watkins, and the residue of the property to David Stuart Anderson, nephew of his late wife.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

M/2210.	Alabone's Consump-	H/910.	Mersey safety razor blades
E/2310.	Challin's grape juice	M/2210.	Noronal tablets
B/2110.	Comac nail polish	R/2110.	Saluben
L/410.	Dr. Casimir's Funk's tablets	H/2410.	Throatabs
B/1410.	Elixir of camphor (for shaving)	R/2110.	Trix nail polish
E/2310.	Ozokine	B/2210.	Woodruff deodorant
		E/2210.	Woodruff's Vermintoric

Observations and Reflections

By Xrayser III

Prescribing,

fortunately, is not yet a lost art, though dependence on formularies tends to prevent many medical practitioners from becoming expert prescribers. There are still, however, those who make a point of writing all their prescriptions in full, even for their patients who are insured persons, and I frequently have occasion to admire specimens of such prescriptions. It is a pleasure to dispense them, and to feel that there are yet remaining doctors of the old school who do not find it too much trouble to write prescriptions to meet the requirements of each individual patient. The pity is that such examples tend to become exceptional, since there is an undoubted decline in the art of prescribing. That "The British Medical Journal" should admit as much (*C. & D.*, October 19, p. 450) is significant, the more so as there are forces at work in the British Medical Association at the present time to secure general acceptance of a formulary with the object of stereotyping prescribing. We have been told that it is hoped to make such a formulary a national standard for medicines for all patients, whether private ones or insured persons. It seems high time, therefore, that leading medical practitioners should adopt a similar attitude to Dr. Newell, who so vigorously condemns Insurance formularies and urges that Insurance practitioners should be free to treat their panel patients as generously as private patients. Stock prescriptions should be few in number and not encouraged as the mainstay of the doctor's professional equipment.

Instances

of "pharmacy week" displays cited (*C. & D.*, October 19, p. 476) do not strike me as being likely to effect much in the direction of impressing the public as I have understood the organisers of the business wished. Like displays which I have seen in the course of my walks abroad during the past week, they are good examples of window dressing with goods which the chemists offer for sale, but it is difficult to see what has been done of an unusual nature, except that all the chemists presented fresh window displays at the same time. If there should be any indication that our tills have benefited by these simultaneous displays, I would suggest that it is for the same reason that drapers profit by window dressing, and that we might with advantage copy them still further by arranging a fresh display every Monday morning. According to a recent issue of the official organ of Mr. Mallinson's Union, the important object was to enable the public to distinguish between the shops of private and company chemists, and we were not to trouble about the resemblances between orthodox and heterodox pharmacies. In other words, he confesses to less concern about the word "pharmacy" by drug-store proprietors than he feels about the use of the word "chemists" by companies. He may be justified in this, but what of the possibility of the company chemists deciding some time to call their shops pharmacies?

The Column

which appears in your last week's issue, giving particulars of "Pharmacy Week" in Lancaster, leads one to hope that a general discussion will ensue as to the methods of appeal to the public and the results obtained. After reading that column and after contemplating the various windows of chemists I have seen in different parts of the country during the last week, I cannot help contrasting them with those of shops which I can recall during my own career. In a well-known town of about 10,000 inhabitants in the shire of broad acres, there was a shop in the market-place; it had two windows; in each was a specie jar with a few pap-boats, feeding-cups and similar utensils for the sick-room. It would have been a strange thing for any customer to buy an article because it was seen in the window; but no one could imagine that the establishment was anything but a chemist's. Another recollection is that of a pharmacist's in North London; in this case there

was only one window; but again there were two specie jars and nothing else but a cord hanging across the back of the window case on which was suspended oiled silk, because the proprietor said that he thought this was the best way to preserve it. Such windows do not sell goods; but (and this is the intriguing question), are they bad publicity? One chemist, who I am sure did not care a brass farthing about publicity, had a shop in a principal street in a manufacturing town, the window of which can never be forgotten by any who saw it; it is remembered as that of a typical chemist of the nineteenth century. His window was not cleaned out for year after year, but it contained the most fascinating collection of chemical apparatus that can be imagined. And so one might go on adding even more interesting recollections of chemists' windows.

There Can be,

I think, no doubt, that the whole of the craft gains when each chemist succeeds in striking an individual note in the chorus of what one may call collective advertising. In the examples I have mentioned each proprietor expressed his own character, marked, it may be, by a restraint not to be copied by all and general. But the effect produced was as pronounced and enduring that the confidence established in the minds of those people who developed an answering chord was satisfactory and permanent. It is not enough to run a general trade stunt such as can be "put over" by the fishmonger and the greengrocer, whose prices and goods can be properly appraised by any purchaser with the usual modicum of common sense. As in the case of every member of every profession, it is the chemist's aim to develop, to cultivate his professional individuality in order that he may assemble a *clientele* and not merely a body of so-called regular customers. The latter readily transfer their trading to others who offer goods at more attractive prices, while the former look to their chemist for his guidance in the purchase of drugs, medicines and sanitarian commodities because they have confidence in his knowledge of, and experience in, these matters which are outside the range of the exercise of ordinary common sense. The chemist's best advertisement must consist in proving that his qualifications mark him out as something different from the general trader.

Representation

of pharmacists by pharmacists seems, on the face of it, a most desirable thing, whether the representation be in Parliament or elsewhere. But the suggestion has been made to me that it may not have been judicious to expend so much money in support of the candidature of pharmacists at the last General Election. Only one of those pharmacists was actually returned. Was the money advanced to the others wasted or not? Very decided views on this point are advanced by Mr. Corral (*C. & D.*, October 19, p. 489), and I have heard those views, or similar ones, from other sources. One person who was asked expressed the opinion that it might be found preferable to subsidise barristers who were skilled parliamentary hands and had taken the trouble to get up the pharmacists' case generally, while willing to devote special attention to any particular point that might arise. There is much to merit consideration in this suggestion, particularly as the chemist willing to stand for Parliament is not always of the right type and frequently of a quite unfashionable political colour. I am not of those who think that any individual entitled to describe himself as a pharmacist ought to receive our financial support if he chooses to contest a parliamentary seat. It is conceivable that the very success of such a person might have a tendency to do us more harm than good in the House of Commons. Our need is to be represented by one or more individuals who are likely to make good in that assembly, and be listened to with respect when advocating our claims. If those individuals chance to be pharmacists so much the better, but if our choice lay between poorly equipped pharmacists and capable persons who were not pharmacists, though well-informed about us and favourably disposed towards us, it might be wise to hesitate before deciding to put all our money on those who happened to be our fellow craftsmen.



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Editorial Articles

Patent Office Report

PERUSAL of the forty-sixth annual report of the Comptroller General of Patents, Designs and Trade Marks, recently published, is likely to strengthen the convictions of those who advocate reforms in his department. Continued growth was recorded during 1928, and the 39,556 applications for patents constituted a record for the department. A summary of receipts and expenditure, with the corresponding figures for 1927 in parentheses, gives some idea of the scope of the work. The receipts were as follows:—Patent fees, £447,505 (£415,956); design fees, £11,356 (£10,933); trade-mark fees, £50,419 (£55,203); making the total £554,740 (£511,860). On the expenditure side the main item was salaries, which amounted to £259,317 (£260,065); and allowing for other expenses a surplus of £147,840 was realised. During the year 424,023 patent specifications, 8,909 abridgement volumes, 54,377 illustrated official journals, and 42,414 trade-mark journals were sold, compared with 370,808, 8,292, 50,901 and 41,403 respectively in the preceding year. The increased activity in invention which has been manifested during the past few years is commented upon in the report. At the commencement of this expansion the greatest increase was shown in the chemical and electrical industries, but other industries have followed suit, and the development is now widely distributed over the whole field of industry. In the chemical and allied industries, steady progress continues in catalytic processes and high-pressure catalytic apparatus. The use of aromatic sulphonic acids and salts as cleansers and wetting agents is on the increase. Much attention is also being devoted to low-temperature carbonisation processes and to the production and treatment of oils. In connection with oils, notable advances are being made in the technology of oil-cracking methods and in the catalytic production of motor-spirit and other valuable compounds from crude hydrocarbons and other carbonaceous materials. The number of complete specifications filed was 24,045, an advance of 2,648 on the year 1927. In 701 cases a single complete specification was filed in respect of two or more cognate provisional specifications under Section 16 of the Patents and Designs Acts. Opposition to the grant of a patent

was entered in 283 cases under Section 11. Hearings upon opposition numbered 124. There were twenty appeals to the law officer from the Comptroller's decision, with the result that in nine cases the decision was supported, and in four cases it was reversed, while in one case the Comptroller's decision was varied as a result of an agreement reached between the parties and approved by the law officer. Three appeals were withdrawn, and the remaining three are outstanding. Under the provisions of Section 26, which empowers the Comptroller to revoke a patent upon application being made within two years from the date of the patent by any person who would have been entitled to oppose its grant, there were twenty-four applications, including three made prior to the sealing of the patents to which they related. Under Section 18 (6) of the Acts, forty-seven applications to the Court by originating summons for extension of term were made, covering seventy-seven patents. The number of applications to register designs received was 24,746, including 324 sets, compared with 22,707, including 318 sets, in 1927. During the year 1,660 applications were objected to by the Comptroller. The results of the objections in these cases and in the eighty-four cases pending from 1927 were that the applicants in 797 cases acquiesced without requesting a hearing, and in 300 cases the applications were allowed—after correspondence—to proceed without a hearing. The number of applications made in 1928 for the registration of trade marks was 12,684, of which 12,273 were for registration in Part A of the Register and 411 in Part B. The total for the year shows an increase of 303 compared with 1927. The receipts from various sources on account of trade marks amounted to £50,411, of which £10,377 was in respect of renewal fees. During the year 7,529 trade marks were advertised and 6,818 registered. Of the trade marks registered in 1914, registration was renewed for a second period of fourteen years in 1,903 cases; of those registered in the year 1900, for a third period of fourteen years in 1,291 cases; and of those registered in the year 1886 for a fourth period of fourteen years in 2,027 cases. Under Section 14 of the Acts, 220 notices of opposition to the registration of trade marks were received. Hearings upon oppositions numbered thirty-five, against forty-one in 1927. There were two appeals to the Court from the Registrar's decision. One was dismissed and the other was settled by agreement between the parties. Under Sections 12 and 53 of the Acts, hearings took place in 5,526 cases. As a result, 3,305 applications were allowed to proceed, thirty-two were accepted for registration in Part B, sixty-one were withdrawn, and 953 were refused. In the remaining cases the applications were suspended pending further steps being taken by the respective applicants. To enable effect to be given to the revised convention for the protection of industrial property, signed at the sixth conference of the Industrial Property Union, held at the Hague in 1925, certain amendments of the Patents and Designs Acts, 1907-1919, were necessary, and these amendments were effected by the Patents and Designs (Convention) Act, 1928, which was passed and came into force on March 28, 1928. The revised convention was ratified on behalf of Great Britain and Northern Ireland on April 30, 1928, and on behalf of the Dominion of Canada on May 1, 1928. In Appendix J, which gives a detailed classification of goods registered under trade marks, we notice the following:—Among chemical substances used in manufacture, etc., 341 were advertised and 301 registered; of chemical substances used in agriculture, etc., 129 were advertised and 118 registered; of chemical substances used in medicine, etc., 411 were advertised and 355 registered; of mineral and aerated waters, twenty-seven were advertised and twenty-seven registered; and for perfumery,

etc., 241 were advertised and 198 registered. The British Science Guild proposes as a remedy for the admittedly high cost of patent actions (a) arbitration by consent of the parties, and (b) agreement between the parties, whereby the issues to be tried in court should be restricted.

The Antimony Market

SINCE the more or less continuous decline which has taken place in the prices of antimony during recent years was commented upon in our issue of June 15 (p. 720), there has been at no time any notable sustained recovery in market conditions, despite occasional spurts in the trade demand in this country and the United States; and it seems evident that the general position continues to be dominated by a rather excessive production. There has been a further fall of about £3 per ton in the value of Chinese regulus on the spot, which has lately ranged from about £31 10s. to £32, compared with £34 10s. to £35 during about four months ago, and although resistance to the downward movement may possibly be encountered on the part of Chinese shippers, there is little doubt that competition from outside sources, which has been quietly growing of late years, is making itself felt at the expense of the Chinese industry. As previously pointed out in our columns, there was a particularly large increase in the Mexican output for last year to 3,578 metric tons, a new high record, although there was a set-back in 1927 from 2,614 tons (in 1926) to 1,924 tons. Before 1925, the output in that country was comparatively small and confined to three figures for a number of years. An important portion of the metal produced in Mexico is secured in the form of lead-antimony as a by-product of the lead smelters, particularly the smelters of the *Compania Minera de Peneoles* at Monterey. Lead-antimony formed nearly one-fourth of the total Mexican production in 1926, and its proportion since has apparently steadily increased. Roughly one-half of the Mexican product is being marketed in the United States in the shape of refined metal, although the mineral secured from a certain area is exported. Mexico is thus the second largest producer of antimony, her output being fully one-fifth that of China, the leading world's producer, where the output has been fully maintained, being at the rate of about 1,400 tons a month, or approximately 17,000 tons per annum, according to recent estimates. The Mexican industry is apparently well regulated according to the current demand, and the fact that the calls made from that quarter have been increased has stimulated the output. Taking the world demand on the whole, it has been rather fitful, or not consistent or large enough to ensure a more stable market. In the event of any exceptional demand arising, for instance, for war purposes, the position, as happened before, would be quickly affected, as old stocks would have to be drawn upon. In the course of this year there has been an accumulation of stocks in China of which, however, no reliable estimates have been obtainable. According to a more recent report from the United States Department of Commerce about 1,700 tons were lying at Changsha and 1,000 tons at Hankow on September 30, but total stocks in China have been placed up to as high as 4,000 tons, including metal lying at Hongkong and elsewhere. There was a steady increase in the American bonded stocks from the end of April this year from about 920 tons up to 1,400 tons by the end of July, which were the largest figures recorded since the same date last year, but the returns on August 31 showed a decrease to 1,245 tons, and there has probably been a further notable shrinkage since owing to the small shipments from China down to 370 tons for August, against 531 tons and 675 tons respectively for the two preceding months. The shipments advised for last month, however, were 723 tons, and the total shipped

from China to America for the nine months amount to 6,340 tons, against only 4,882 tons for the same period last year. American imports during 1926 and 1927 were particularly heavy at well over 13,000 tons and 11,000 tons respectively, which was largely responsible for the high range of prices maintained in these two years, but they are now more in line with the average for the preceding five years to 1925 inclusive, which was about 9,000 tons. Imports of regulus by other countries have not varied a great deal of late years except for the United Kingdom, where the receipts have fallen off by roughly 25 per cent. for the last three years, down to about 3,000 tons per annum, as compared with well over 4,000 tons, the average for the three preceding years, but home imports of ore and crude metal have, on the other hand, been considerably larger, thus about making up for the deficit in the influx of foreign regulus. A fair amount of the latter is re-exported, apart from the exports of British refined, which are considerable. There are four smelting and refining concerns in this country. The figures given below indicate the trend of the market for regulus and raw metal:—

Per ton	English best regulus	Chinese regulus	Chinese crude	Antimony, 50% sulphide ore
	£ s.	£ s.	£ s.	Per unit s. d.
1926, Highest ..	105 0	100 0	65 0	8 6
Lowest ..	74 10	56 0	38 0	5 0
1927, Highest ..	75 0	57 0	39 0	5 3
Lowest ..	64 10	47 0	36 0	5 0
1928, Highest ..	64 15	46 0	37 0	5 0
Lowest ..	54 0	39 0	32 0	5 0
1929, Highest to date	55 0	39 0	32 0	4 9
Lowest to date	52 0	39 0	26 10	4 6
October 19 ..	52 0	39 0	26 10	4 6
to				
to	52 10	32 0		

Offers from China of late on c.i.f. terms have not been unduly pressed either to this side or to the United States down to about £29 10s., with a slow demand, but there has been virtually no interest in crude metal, which likewise has fallen considerably to about £26 10s. on the spot, and market prospects are rather poor. Ore is also neglected.

Lest We Forget

THE interest aroused among chemists by Mr. Marshall Freeman's criticism of the practice of dispensing by doctors, referred to in our editorial columns on October 12, shows no signs of abatement, and we hear on all hands a demand that the opportunity shall be followed up. It is interesting to recall the fact that some years ago, in similar circumstances, the representative of a well-known London journal went to Bloomsbury Square and interviewed the late Sir William Glyn-Jones, then secretary and registrar of the Pharmaceutical Society, and a member of the Consultative Council on Medical and Allied Services. Sir William Glyn-Jones was reported as saying that the question was raised in a very acute form at a recent notable trial, when a doctor was unable to produce any records made at the time of what medicines he had supplied. The points in doubt in the case would not have arisen if the medicines had been dispensed by a third party and records kept.

"The most that can be done, and the least that ought to be done," continued Sir William, "is to provide that the person dispensing shall have received the best available training for that work, and that he shall have been certified, after proper examination, as possessing necessary competence, skill and knowledge. That the pharmacist is that person is probably not in dispute."

"In the best-class medical practice the doctor does not dispense," he added, "and when the State, through the Insurance Act, arranged for medical benefit for 14,000,000 of the workers, it provided that the doctor should write prescriptions but not dispense them, unless in emergencies or where no pharmacist was available."

A recognition of the justice of this contention came from Dr. Cox, of the British Medical Association, who, although claiming for medical men no greater degree of fallibility than was possessed by chemists, admitted that "if an abnormally large dose of a drug were prescribed by a doctor it was the duty of the chemist to question the prescription." That is precisely what the chemist is doing. How many chemists are there who cannot recite experiences of errors made by doctors that they have been called upon to question and have put right, which otherwise might have had very serious results?

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts

Local Reports

ENGLAND AND WALES

London.—A meeting of the London Pharmaceutical Committee took place on October 15, Mr. A. H. Jenkin in the chair. The report of the Central Checking Bureau for the month of May 1929 showed that the margin of error in pricing was 0.04 per cent. The secretary reported (*inter alia*) that the Pharmaceutical Distribution Committee had decided that the discounting of 5 per cent. off the fees should be continued until the end of the year 1929. Particulars of complaints as to alleged inaccurate dispensing and several irregularities in the pharmaceutical service, were reported. The secretary was instructed to carry out the necessary investigation in three or four cases, and in the other cases the committee confirmed the action already taken. Comparative figures for the period January to July, 1928 and 1929, are as follows:—Number of prescriptions, 5,061,978, 5,659,419; cost of ingredients, £77,087 10s. 11d., £82,269 2s. 6d.; cost of dispensing fees, £93,575 14s. 11d., £106,024 18s. 5d.; average cost of ingredients, 3.65d., 3.49d.; average cost of dispensing fees, 4.44d., 4.50d.; total number of persons on list, 1,816,512, 1,839,125; average number of prescriptions per person, 2.79, 3.08; average cost per person, 22.55d., 24.57d. In connection with the Conference of Pharmaceutical Committees to be held on October 23, the Committee fully discussed the position with regard to the present contract and agreed on the policy to be adopted by their delegates. A subcommittee reported that they had examined statistics relating to the investigation of excessive prescribing, and had selected the requisite number of cases in which the prescribing warrants investigation. The Pharmaceutical Service Subcommittee reported on a meeting at which six cases were considered under the testing scheme. In four cases the chemists were cautioned, and in the remaining two cases the chemists were censured.

Warwickshire.—The Warwickshire Pharmaceutical Committee met at Leamington on October 15, Mr. Hutton in the chair. Letters referring to alterations in the drug tariff were dealt with, and others on the adoption of the National Formulary, considered. It was proposed that the committee should agree to the adoption of the National Formulary but ask for the deletion of formulas containing potent fluid extracts. On discussion it was agreed to leave the matter in the hands of a subcommittee with power to act. Attention was drawn to the fact that with the exception of a few larger areas only one pharmacist representative was being appointed on the new Insurance Committees, and it was decided to bring this matter again before the R.P.U. The Pharmaceutical Service Subcommittee reported that there had been no cases of incorrect dispensing to investigate since the last quarterly meeting of the committee. Action taken to prevent extravagant prescribing was reported and approved, and an analysis of the figures as to expenditure in the area for the last four months submitted. These figures showed such expenditure to be below the average. The secretary was instructed to draw attention to an error in pricing crêpe bandages, and to ask for adjustment.

Safeguarding Pharmacy

By John Humphrey, Ph.C., Chairman of the British Pharmaceutical Conference

Notes of an address delivered to the Wolverhampton Branch of the Pharmaceutical Society, October 16, 1929.

It is the concern of every registered chemist that pharmacy should be safeguarded, but the ability of individuals to effect what is necessary or desirable in that direction is obviously limited. Combination is essential to provide the means for proper safeguarding, and the wisdom of combining with that object in view was shown by our predecessors when they established the Pharmaceutical Society. It may reasonably be assumed that the work of the Council of the Society has always consisted largely in taking steps to safeguard the interests of chemists and druggists, particularly their professional interests. Though to-day regard for the public safety necessarily dictates and influences much of the Council's procedure, even its activity in that direction counts for a great deal in the matter of safeguarding pharmacy. It is common knowledge that the late Government instituted an inquiry into the Society's work, more particularly in connection with the sale and distribution of poisons. So far, no report on the result of that inquiry has been published, but it is safe to say that the conduct of the Society's public affairs has not been found lacking in the slightest degree at any time in its history. With statutory functions approximating in importance to those of a Government department, it has always served the public faithfully and well, without any charge on the public funds. It would be difficult, if not impossible, to find another such instance of a voluntary body, through its elected representatives, satisfactorily accomplishing what it is usually left to a department of State to perform, and not only so, but also doing all that was required at its own proper cost. This is what the Pharmaceutical Society has been doing for many years and, whatever may be the outcome of the proceedings of the committee of inquiry, there can be no question that the Society's record will prove of importance in safeguarding pharmacy. Apart from this, it must be clearly understood that the Council of the Society has everything in readiness to take any active steps that may prove necessary for further safeguarding. As an earnest of that, let it be recalled what was done in the matter of raising a Parliamentary Fund to secure, if possible, direct representation of pharmacy in Parliament. It is true that only one of the candidates in whom we were particularly interested was successful at the recent election, but arrangements are being made for further efforts in this direction as a means of safeguarding pharmacy.

SAFEGUARDS, PRESENT AND FUTURE

Another direction in which the interests of pharmacy have been safeguarded has been in connection with the production of the British Pharmacopoeia. Most satisfactory arrangements are now in being for pharmacists to take part in this work, with proper representation upon the Pharmacopoeia Commission, and the prospect of adequate recognition of services rendered. The establishment of a pharmacological laboratory by the Society is also in the nature of a safeguard for pharmacy. Some central authority was required to undertake the work of testing remedies by physiological methods, and the Society has secured widespread recognition of the public spirit shown by its enterprise. All this is for the good of pharmacy as a profession, as is also the continued production of the British Pharmaceutical Codex and the publication of the *Quarterly Journal of Pharmacy and Pharmacology*. The last-mentioned addition to the Society's publications is not yet so well known to members of the Society as it deserves to be, though there is a growing appreciation of its merits as a record of scientific and technical research in quarters where recognition of this kind undoubtedly acts as a safeguard for pharmacy. Further safeguards are provided by improvements in our system of education and increased stringency in examination requirements. It may seem that less than is demanded in these directions would serve the needs of those who are being trained to take

charge of chemists' shops, but it must be remembered that the safeguarding of pharmacy as a profession necessitates much more than would be required by the mere trading side of the chemist's and druggist's occupation. As a mere retailer of chemicals and drugs, his business might be left to provide its own safeguards, just as does that of the grocer, the butcher and the draper. Competition would soon adjust matters, so that necessary steps would be taken for self-defence. Pharmacy, however, needs safeguards of a different kind, professional safeguards such as are being provided in various directions by the Pharmaceutical Society. It should not be forgotten that there is not much idea of professionalism attaching to shopkeeping, and that conviction of the public on the subject requires more than continually stating the fact that the pharmacist is a professional man. We must begin by acquiring a thorough grounding in the basic sciences on which the practice of pharmacy is founded, and it may be that future progress will involve additions to those basic sciences. At present, they include chemistry, physics and botany; but pharmacology suggests itself as a subject which we must take seriously in the not far-distant future. An important point for consideration is that the safeguarding of pharmacy requires that we should, in the future, outstep the narrow limits within which studies have been confined in the past. Narrow limits must always be outstepped in training if a sound and liberal education is to be the result, and nothing short of a sound and liberal training will serve those who are to succeed us in the practice of pharmacy.

CO-OPERATION IMPERATIVE

Let it be realised, then, that the Council of the Pharmaceutical Society is doing all in its power at the moment to safeguard pharmacy and prepared to do more as the opportunity presents itself. But in order to ensure complete success, the co-operation of its members as individuals is imperative. Individuals may not be able to do much alone, but they can intensify the effect of what is done by their elected representatives by living up to the ideals of what safeguarding requires. Pharmacy as a profession cannot be fully safeguarded if the word "pharmacy" is held too cheaply. As the name of an occupation or of a subject in our curriculum, it can be employed with safety but great discrimination is needed in using it as the name of a place. It should not be regarded as a synonym for "chemist's shop," because it is rare indeed to find a chemist's shop in which pharmacy is practised without the accompaniment of the sale of goods which have nothing to do with pharmacy. Moreover, the lack of legal restriction upon the use of the term "pharmacy" as a place name does not commend it as one of which we should encourage the employment so long as it is unprotected. The title "pharmacist" is the subject of legal protection, but there is an unfortunate tendency to whittle away the importance of it by qualifying it in an objectionable way. Since the passing of the Poisons and Pharmacy Act, 1908, every registered chemist has been free to call himself or herself a pharmacist, but the purely professional nature of the title has been overlooked by those who have chosen all unwisely to regard it as being simply another trade description, synonymous with "chemist and druggist." Safeguarding of our professional interests requires, however, that we should preserve a proper discrimination between the professional nature of the practice of pharmacy and the chemist's and druggist's trade or business in selling goods. There can be no such thing as a "retail" pharmacist, because the word "retail" implies the selling of goods, and a pharmacist, as such, is not a seller of goods. He may decide to practise his profession in conjunction with the sale of goods, but that does not justify his description as a "retail" pharmacist. Be he retailer or wholesaler so far as his general business, or part of his business, may be concerned, he remains a pharmacist pure and simple in the performance of his professional functions. Whilst it is perfectly legitimate to discriminate between those who sell goods of any kind as retailers and wholesalers, according to the difference in magnitude of their trading operations, there is no justification for similarly discriminating between pharmacists. Let us keep our latest acquired title undefiled.

Irish Wild Plants

(Abstract of a Paper entitled "Our Wild Plants and Their Possibilities," read at the annual meeting of the Pharmaceutical Society of Ireland, October 1929, by Mr. George C. Hewson.)

AFTER the establishment of monastic schools, Ireland won renown for the learning exhibited by Glendalough, Lis more and Clonmacnoise. The monks taught law and medicine, and evidence is available from "Seanchus Mor" that legislation was enforced to protect the public from unauthorised medical practitioners. Reference is made to "Feaid a Probe, Fuil-Leigean," bloodletting, and "Forus Tuaithe," a hospital. Recognition of plants, and a reasonable knowledge of their preparation and uses, very probably sums up the botanical knowledge of that time, but it would be idle to suggest that the practitioners of that period were versed in nomenclature or classification, as understood to-day, because, in the absence of proof, one can scarcely attribute to them definite ideas as to degree of relationship of species.

At the present time one is impressed with the number of vegetable drugs of foreign habitat, but it is not suggested that these could or should be replaced by native flora. The author is convinced that if approached from the correct scientific standpoint Irish botanical resources offer a splendid field. From sheer empiricism many foreign vegetable drugs have emerged and secured official recognition while native flora remains unrecognised. In advancing the suggestion of exploring the native flora to estimate its possibilities, the author does so in the spirit that Irish pharmacists may be given an opportunity of contributing in a practical way to the fund of medical knowledge. Plant economics is a neglected study in Ireland, and, with few exceptions, outside sources supply medicinal and pharmaceutical needs. The collecting, drying and marketing, through chemists, of medicinal herbs might in time become an industry, and many imported nostrums would be supplanted. The herbs could be offered for a variety of minor ailments, and a certain amount of employment would result from such a project. At its best, however, this would be only an experiment, but then again, one may dismiss for the present, and for many years to come, the idea of an Irish Pharmacopoeia.

In what way, therefore, may the native flora be turned to the most practical use? *Digitalis purpurea*, *Dryopteris Filix-mas*, and *Aconitum Napellus* are already known to offer considerable possibilities. *Ranunculus Ficaria*, used in the monastic period, is worth consideration. It was, and is, known as "Gran Arcain," and a note appeared in *C. & D.*, II, 1928, 506, on the fact that the late Sir James Sawyer, of Birmingham, resuscitated it. Formulas for the ointment and suppository are included in the B.P.C. and the latest edition of "Pharmaceutical Formulas." *Nasturtium officinale* and *Cochlearia officinale* possess antiscorbutic properties. The composition appears to be lime, calcium, iron and iodine salts, as well as an allyl compound. *Capsella Bursa-pastoris*, the common shepherd's purse, contains an alkaloid, bursine. *Polygala vulgaris* is useful to nursing mothers. *Geranium Robertianum* fully merits consideration, and may yet win recognition from both medical and veterinary professions. The bark of *Rhamnus Frangula*, although rare, has possibilities, and a native casacara has been prepared from it. The gripping properties of the liquid extract may be eliminated by using seasoned bark. Berries of *Rhamnus Frangula* yield a green dye. *Rhamnus cathartica* is not so rare, and its berries are strongly purgative. The flowers of *Cler europaeus* offer a good yellow dye. *Trifolium pratense* is of value in blood mixtures. *Spiraea Ulmaria* and *Galium verum* deserve attention. *Potentilla Tormentilla* has given magical results in green diarrhoea of children. *Sedum acre* is a plant of undoubted merit. *Valeriana officinalis* is available in reasonable quantity. *Achillea Millefolium* is remarkably effective in curing nocturnal incontinence of urine in children. *Tussilago Farfara* is fairly plentiful. *Senecio vulgaris* is as reliable as oleum ricini. *Arctium Lappa* contains potash salts. *Taraxacum officinale*, so abundant in our midst, is unnoticed. Its active principles are worthy of observation by the therapist for the treatment of jaundice. *Erythraea Cen-*

taurium, for muscular rheumatism, is worthy of a trial. Another plant deserving of attention is *Menyanthes trifoliata*. *Verbascum Thapsus* needs no introduction. *Euphrasia officinalis* is specific for that type of sore eye which frequently accompanies measles. *Lysimachia vulgaris* is genuinely useful for menstrual disorders. *Scutellaria lateriflora* has been overlooked for too long. Here again nature provides a remarkably good nerve. *Arum maculatum*, *Petasites vulgaris*, *Symphytum officinale*, *Marrubium vulgare*, *Anagallis arvensis*, *Prunella vulgaris*, *Thymus Serpyllium*, *Tanacetum vulgare*, *Asperula odorata*, *Allium sativum*, and the various mints, are all worth considering. One might continue this list, enumerating representatives of very definite value, but, at least, these will suffice as an example.

The kelp industry is undoubtedly capable of considerable expansion. It may be mentioned that during the present season kelp to the value of £5,000 was shipped from two villages in the vicinity of Ballina. When one remembers the primitive arrangements for handling and the disposal of the workers, this is a creditable performance. If developed on an up-to-date scale, the kelp industry would mean much to dwellers on the Connaught coast. In time it might be possible to supply the national demand for iodine and its iodides. Considering that Scottish and French companies charter steamers to export kelp from this country, and then manufacture its products with handsome profits, there is no reason why the same might not be done here at home.

Carrageen moss is also very plentiful. Most books of reference suggest it as a mere emulsifier, but it is a remarkable fact that a cod-liver oil emulsion prepared with carrageen gives a better therapeutic result than one emulsified with other agents. Here is another field for research.

The author concludes by expressing the hope that something may be done for pharmaceutical research by a native government, and he is of the opinion that the plants offer possibilities, and that some of the research work could be done in the laboratories of the Pharmaceutical Society of Ireland.

Discussion

MR. JAMES J. KERR (Clones), opening the discussion on Mr. Hewson's paper, mentioned that all the great families had hereditary physicians. A great deal of their history had been lost and only survived in place names. For instance, Analore (the place of the leper), near Clones, was probably a medieval leper hospital. Was anything being done in the development of drug and chemical research in Ireland to-day? Perhaps Mr. Brooke Kelly's dream of a research laboratory might come to pass. If it did he was sure that the work of young men would lead to discoveries that would cast honour on Irish pharmacy.

MR. T. J. SMITH (Dublin) said there was one item in Mr. Hewson's paper in which he was particularly interested, and that was the kelp industry. He thought it was rather a forlorn hope that the kelp industry in Ireland would ever become economic. The Chili nitrate producers had practically a monopoly in iodine production.

THE PRESIDENT suggested that the fact that £5,000 worth of kelp had been taken away from two small villages near Ballina showed that it paid the French and British manufacturers to use it.

MR. SMITH said kelp was chiefly used as a fertiliser. The output of iodine from kelp was a very small proportion of the total output.

MR. HEWSON asked how the French and Scottish companies carried on. The Government should help in the exportation of the kelp by providing piers and loading arrangements.

THE VICE-PRESIDENT suggested that if Mr. Hewson gave some figures regarding the cost of production, the Government would take some notice of the matter.

MR. HEWSON said it had already been brought to the notice of the Government.

MR. M. V. SARGENT (Dublin) said that in the paper which he had read at the Pharmaceutical Conference he dealt chiefly with the official drugs, and he endeavoured to prove that the Irish plants, as his analyses showed, were equal to, or in some cases, better than the imported article. In addition to the large number of wild plants

which Mr. Hewson had told them of, there were many useful medicinal plants which might be cultivated in this country. Instead of running to the Government for a grant their own Society might use some of its surplus funds to establish an experimental herb farm. A start might be made with lavender, caraway, dill, rosemary, chamomile, liquorice, rue, roses, peppermint, aconite, belladonna, digitalis, henbane, thornapple and valerian. Most of these were grown in England at herb farms. He also suggested that their Society should start an herbarium, which would include the native flora as well as the official medicinal plants.

The President said that thirty-five or forty years ago there was a wholesale house at Westland Row who prepared their own plant extracts and purchased large quantities of herbs from within twenty miles of Dublin. Following their recent conference, a gentleman wrote up from the West of Ireland: "I am glad to see you have a Pharmaceutical Society, and if you want any herbs or flowers or roots I can gather them here for you." He invited Mr. Brunker to address the meeting.

Mr. A. A. BRUNKER (managing director of Boileau & Boyd, Ltd.) said that as regards herbs in general use his firm still worked up large quantities of dandelion, broom, hemlock and marshmallow, which they had no trouble in collecting in the neighbourhood of Dublin. As regards the cultivation of medicinal herbs, during the European war the Department of Agriculture of the British Government took this matter up. Their inspectors rather overdid their promises of great financial results, and many small growers were bitterly disappointed in not being able to get fancy prices for small quantities of herbs very imperfectly prepared. One lady brought his firm about 14 oz. of digitalis leaves from co. Cork, and was greatly disappointed when told that it was worth less than a shilling. A farmer in co. Dublin was persuaded to place about ten acres of ground under belladonna. This produced a splendid crop, the finest belladonna he had ever seen, and his firm took about one-tenth of it, which was sufficient for their requirements. The rest it was impossible to place, and eventually it had to be ploughed into the land. Since that time they had found it impossible to obtain the small quantity of belladonna which they would require for making the green extract. He did not think that it would be possible for them in Ireland to compete with countries like Austria and Czechoslovakia, where the collection of herbs was mostly done by children, and where collectors could rely on drying weather at collecting time. He would pity the feelings of an Irish collector who had got together a quantity of leaves and who tried to sun-dry them. As regards kelp burning, there might be a future for this for its manurial value, but he could see no prospect of making iodine extraction pay in Ireland. As regards other herbs not in general use mentioned by Mr. Hewson, he knew that pleiwort in the form of an ointment was an excellent remedy for hemorrhoids, and he was surprised that it had not come into more general use.

VOTE OF THANKS

The VICE-PRESIDENT proposed a vote of thanks to Mr. Hewson for his excellent paper. He saw present three eminent gentlemen connected with their schools, Mr. Sargent, Mr. Smith and Mr. O'Callaghan, and he hoped that at some future annual meetings they would read papers. The idea of having a laboratory of their own to investigate these matters had been discussed at the Council, and he had always admired Mr. Brooke Kelly's method of dealing with the subject. When the time came they would spend some of that £7,000 in laboratories. When the Pharmacy Bill got through it was one of the matters they would deal with.

Sir THOMAS ROBINSON said he had much pleasure in seconding the vote of thanks. It was a novelty to have a paper read at their annual meeting. He thought it was a very happy thing that they had instituted it, and he hoped it would be continued. He could assure Mr. Hewson and those other members interested in this work that the Council was also keenly interested.

The vote of thanks was enthusiastically passed, and Mr. HEWSON, acknowledging it, said the main idea of his paper was that research work might be done in connection with non-official plants.

Sporting Events

THE B.D.H. Sports Association Football Club on October 19 in a London Commercial League match played a draw with B.D.V. Raleigh "A" team of two goals each. In the first round of the North Middlesex Cup a match between B.D.H. and G.N. Loco at Grange Park resulted in a win for the G.N. team of 4.0. At Highgate the B.D.H. played Coborn Athletic Net Ball Club, and the B.D.H. girls won an exciting match with a score of 25 goals to 19.

At the first annual meeting of the Ipswich Chemists' Hockey Club held recently Mr. S. J. Stearn presided over an attendance of twenty-five members. A committee was appointed as follows:—*Secretary and Treasurer*, Mr. F. W. Wiggins; *Captain*, Mr. Barker; *Vice-Captain*, Mr. Hammond; *Members*, Mr. Whitman, Misses G. Smith, Jeacock and Humfriss. It was decided to have a ground off Dale Hall Lane for the season, and that club colours shall be navy blue and white, the men to wear navy shirts bearing the club initials C.H.C. worked in white, white shorts, and navy and white socks; and the ladies to wear navy tunics, with the initials, and white blouses. The club hopes to form three teams—a ladies', a men's, and a mixed team—and the Secretary was asked to make it known that he will be pleased to receive challenges to all of the three teams for any Wednesday afternoon during the season, all communications to be addressed to No. 1 Constitution Hill, Ipswich. After the meeting a practice match was played.

Composition of Tung Oil

SEVERAL investigators have recently been trying to obtain an insight into the quantitative constitution of Chinese wood oil (tung oil), and A. Steger and J. Van Toon, Laboratory of Technology of Oils and Fats, Technical University, Delft, Holland, have just issued a preliminary communication reviewing all the work done up to the present, as well as taking in the researches of the authors ("Chemistry and Industry," December 14, 1928). The tung oil used was a guaranteed pure Hankow oil, perfectly transparent, pale yellow in colour, and having only a faint odour. The oil remained quite clear if kept in a well-closed drum or brown bottle in the dark, no solids separating. The constants also remained unchanged, and the following were the figures:—Density at 15° 0.9413; acid value 5.1; saponification value 197.6; ester value 192.5; Reichert-Meißl value 0.38; refractive index at 18.8° 1.5198, at 41° 1.5112, at 60° 1.5038, at 70° 1.4993; the temperature coefficient of the refractivity is therefore .000389 on an average. These constants fall within the limits fixed by the American Society for Testing Materials for good, pure, well-prepared wood oils, with the exception of the saponification value, which is given as 190-195. The Reichert-Meißl value shows that the oil contains only a small quantity of volatile fatty acids, this fact harmonising with the ester value. The iodine value is given in literature as 160-170, but the authors regard this as the "apparent iodine value," and consider the "real iodine value" to be 224. They also conclude that tung oil is mainly a triglyceride of an isomeride of linolenic acid, and is certainly not an isomeride of linoleic acid. A summary of the analyses by the authors is as follows:—Total fatty acid, 91.3 per cent.; saturated fatty acids, 4.9 per cent., consisting of (1) palmitic, 3.7 per cent. and (2) stearic, 1.2 per cent.; unsaturated fatty acids, 86.4 per cent.; volatile acids, aldehydes, etc., partially soluble in water, 3.4 per cent.; oxidised fatty acids, trace; unsaponifiable portion, .6 per cent.; glycerol (calculated from ester value), 4.7 per cent. Further work is being carried out, and is to be published at a later date.

ITALIAN DUTIES ON BROMIDES INCREASED. — The "Gazzetta Ufficiale" (Rome), October 1, contains a Royal Decree Law, effective from October 1, which increases the Customs duties on bromine from 2 to 120 gold lire per 100 kg.; metallic bromides from 20 to 156 gold lire per 100 kg.; bromoform from 90 to 210 gold lire per 100 kg.; bromides of methyl, ethyl, and the like from 100 to 210 gold lire per 100 kg.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, October 24

The filling of autumn trade needs has so far proved short of expectations, while most of the commodity markets have been rather apathetic lately, and adverse economic conditions under an inflated Bank Rate are undoubtedly felt. This is, to some extent, the legacy of abnormal financial events in the United States or an orgy of speculation, but there seems to be a sharp reversal of the pendulum in that direction, which also points to a return to more normal conditions on this side—an indication to that effect being the rapid appreciation of the sterling equivalent of the dollar, which has influenced British securities for the better. Industrial prospects are, however, still dubious, and this is restraining merchant business. At Mincing Lane, sugar weakened again under poor buying and subduing crop factors, and other important articles of produce were very dull through lack of new buying, while rubber again eased under heavier stocks, despite the full Dutch support accorded to the pool scheme, tentatively put forward recently. Among crude drugs, rather more business has been passing in some quarters, and a number of articles are on the upward trend. Belgian chamomiles have been marked up in some quarters on the spot. Menthol and oil are easier. Senna pods continue to command interest and Alexandrian are dearer. Tinsellys were firm at last week's prices. Sandarac is cheaper, owing to the arrival of several parcels. Saffron is also lower: opium has slightly declined in Turkey on account of the fall in piastres in terms of sterling. Hydrastis and Sudan acacias are lower. In the essential oil group lower prices are quoted for the Sicilian essences to arrive. Cassia oil is cheaper. Distilled lime oil is extremely scarce on the spot. American and Japanese peppermint and geranium are easier. Among the seeds, canary remains very firm; Malta cumin is easier, and fennel on the spot is higher. A featureless week is reported in the pharmaceutical chemicals group, there being no price movements of importance. There is still keen competition between the home makers of potassium bromide, but it is felt that bottom prices have been reached. Business among industrial chemicals continues subdued, and prices are as previously reported. Methyl alcohol is easier. Among the fixed oils a number of items are cheaper after a week of slow markets. Linseed is easier spot and forward, and turpentine is also cheaper; other articles which have moved in buyers' favour include acid oils, castor and palm. Cotton oils are the turn better but quiet. White oils are dearer and lubricating oils easier. Paraffin wax and scale are slightly higher. In the metal group, mercury holds firm with rather more regular demand from consumers. Petroleum has been reduced by 2s. 6d. per cwt. and antimony continues easy. Cadmium has been less brisk, but prices are well held.

Higher	Firmer	Easier	Lower
Alkanet root	Bay oil	Acid oils	Bergamot oil
Campbor	Cotton oils	Cumin seed	Cassia oils
(Jp. ref. slabs)	Line oil	(Malta)	Geranium oils
Cardamom	Sesamum oil	Lavender oil	(Sicilian)
(auction)	Wax, paraffin	Lemon oil	Hydrastis
Chamomiles	and scale	Linseed oil	(i.e.f.)
Citronella oil	Wormseed oil	Lubricating oils	Maize starch
Fennel seed	(i.e.f.)	Methyl alcohol	crystals
Senna		Peppermint	Menthol
(Alex. pods)		(Amer. and Jn.)	Orange oil
White oils		Petitgrain oil	Palm oils
		Lubricating oils	Platinum
		Solubler	Rubber
		Turpentine	Saffron
			Sandarac

Crude Drugs, etc.

ALKANET ROOT is higher at 48s. per cwt. on the spot for Hungarian, and to arrive 45s. c.i.f. is quoted.
ALOES.—Curacao is still very firm, t.q. offering at 110s. per cwt. c.i.f. to arrive.

ANTHONY.—Chinese regulus is dull and sellers are asking £31 10s. to £31 15s. on the spot. English regulus high-

grade is £52 to £52 10s., and good brands range from about £50 down to £47 10s. Terms for shipment from China are £29 10s. to £29 15s. c.i.f. There is still no demand for Chinese crude, the price for which is quite nominal at £25 10s., and there seems to be a fair amount of stock held in Hamburg.

ARCA.—According to seller and quality is offered at from 45s. to 47s. 6d. per cwt. on the spot.

ARNICA FLOWERS of the new crop are quoted at 1s. 9d. per lb.

BALE FRUIT is offered at 45s. per cwt. on the spot.

BALSAMS.—Tolu is quoted at 4s. per lb. c.i.f. Peru at from 8s. 3d. to 8s. 6d. c.i.f. for direct import. Canada balsam is 5s. to 5s. 3d. per lb. c.i.f.

BELLADONNA ROOT.—Foreign new crop is offered at from 55s. to 57s. 6d. per cwt. c.i.f. according to seller, and for belladonna leaves of fine quality just arrived 35s. asked.

BISMUTH.—An arrival of 2240 lb. metal has taken place from Spain.

CADMIUM.—Demand has not been very brisk, but prices of importing agents are well held at about 3s. 10d. to 3s. 11d. per lb., while the bulk of the business is still centred on Canadian arrivals. Official returns from Canada give the output for January-June this year at 501,242 lb., against 491,294 lb. for the same period last year.

CAMPION (REFINED).—Japanese 2½-lb. alabs are dearer, with nothing offered on the spot, and it will probably be three or four weeks before any arrivals start. To arrive September-October shipment is quoted at 2s. 7d. c.i.f., and October-November 2s. 3½d. c.i.f.; 4-oz. tablets are 3s. per lb. on the spot, and at 2s. 9½d. c.i.f. for October-December shipment.

CARDAMOM.—At auction on Tuesday 51 cases sold at an advance of 3d. to 6d. per lb. Ceylon-Mysore, bold pale, sold at 7s. 11d.; medium pale, 5s. 2d. to 5s. 4d.; small pale, 4s. 4d.; bold brownish, 5s. 4d.; medium, 4s. 9d., and small 3s. 8d.; 20 cases Indian were bought in, including gross Allipatti at 3s. 9d.

CASCARA SAGRADA.—New crop is somewhat easier to arrive, offering from the Pacific Coast at 50s. 6d. per cwt. c.i.f.

CHAMOMILES.—Stocks are gradually becoming absorbed at the source, and there is practically no old crop left. Meanwhile new can be had at 250s. per cwt., with up to 250s. asked on the spot. Subject to confirmation, 250s. has been quoted from Belgium this week for first pickings.

CINCHONA.—Further particulars of the auction of Java pharmaceutical bark to be held at Amsterdam on October 30 show that the 1170 packages (854 bales and 356 cases) to be offered weigh 49,565 kilos, and contain the equivalent of 1,338 kilos quinine sulphate.

CLOVES are firm, with Zanzibar offering on the spot at from 1s. 1d. to 1s. 1½d. per lb.; aloft is quoted at 1½d.; August-October shipment at 10½d., and October-December at 9½d. c.i.f.

The landings of Zanzibar in London during the week ending October 19 were 145, and the deliveries 38, leaving a stock of 106, against 3,932 in 1928, and 10,540 bales in 1927. The landings of Zanzibar to date have been 5,923, against 13,569 in 1928, and the deliveries to date have been 7,674, against 17,120 in 1928. The landings of Madagascar to date have been 848, against 775 in 1928, and the deliveries to date 3,569, against 521 in 1928.

COD LIVER OIL is fairly steady, and there has been a fair business done during the past week. Consumers are apparently buying more interest in the market, and the exports from Norway continue large. Undoubtedly prices are at present in buyers' favour. Agents quote from about 107s. to 110s. per barrel c.i.f. for finest new steam-refined non-freezing Norwegian oil.

BERGEN, October 16.—Market is at present dull, but as stocks are reduced and the bulk of this season's production has already been shipped, a decline in prices is not probable. As the new fishing in Lofoten will not commence until the beginning of February, no oil cannot be shipped before that time. Exporters are quoting 110s. per barrel c.i.f. London for finest Norwegian steam-refined non-freezing oil, but higher prices are asked on the domestic market.

COLCHICUM SEED is scarce, and although 3s. 6d. per lb. c.i.f. is quoted by sellers it is difficult to place orders at this price. Corn is quoted at about 40s. per cwt. on the spot.

DAMIANA LEAVES are offered at from 7d. to 7½d. per lb. c.i.f. according to quantity. On the spot, the value is 8½d.

DIGITALIS LEAVES.—Foreign are quoted at 7½s. 6d. per cwt. on the spot.

ERGOT.—New crop Spanish is offered at 2s. 2d. per lb. c.i.f., and for Russian 1s. is wanted.

GINGER is quiet. Sellers of West African quote 6½s. per cwt. Washed rough Cochiti is 72s. 6d. to 75s.; small Jamaika 30s. to 35s., and bold 35s. to 115s. per cwt.

GUM ACACIA.—Continued quietness in this market has made prices somewhat lower. Kordofan cleaned on the spot is now 130s. per cwt., and natural 125s.; bleached remains at 155s. to 160s. Prices for shipment are also lower, December-January offering at 77s. 6d. c.i.f., and January-February

shipment at 72s. 6d. c.i.f., with natural 2s. cheaper than the foregoing.

HENBANE LEAVES.—Foreign are offered at 57s. 6d. per cwt. on the spot.

HYDRASIS is offered at lower prices, a general quotation being 10s. 6d. per lb. c.i.f. and on the spot 12s. 6d. per lb. will now buy.

IPUCACUHA.—Matio Grosso remains very firm at 16s. 3d. per lb. for f.a.q. and 16s. for the spot, drug testing 15 per cent. for JULIA is very scarce on the spot, drug testing 15 per cent. being worth about 1s. 9d. per lb., and for 7 per cent. 1s. 3d. is asked.

LOBELIA HERB is offered at 74d. per lb. on the spot.

MAGNESIUM.—British makers appear to find no difficulty in securing an outlet, and the position is thus very healthy at 3s. 3d. up to 3s. 9d. for sticks, bars or small ingots, according to specification. Ribbon is 11s. to 14s., wire 7s. 6d. to 12s. 6d., and powder 4s. 6d. to 7s. 6d. per lb.

MENTHOL.—The market is easier at from 16s. 6d. to 16s. 74d. per lb. for Kobayashi-Suzuki on the spot. To arrive October-December and January-March shipments are quoted at 24s. c.i.f.

MERCURY.—There has been a very fair steady demand and the position on the spot is still tight, although several small consignments have lately taken place to this side from the combined sources. There has been no alteration in the terms quoted by the Combine's agents since last week. These remain at £21 17s. 6d. per bottle for parcels of upward of ten bottles net c.i.f. to arrive. Spot quotations in the "open" market are harder, being about £22 15s. up to £23 per bottle for retail lots, less the customary discount. The American market is reported firmer but not very active. A further moderate quantity of controlled mercury is expected to become available near the end of this month. Demand from consumers generally has been rather more regular and the outlook favours a firm market. Arrivals in London comprise 4,000 lb., 3,808 lb., and 7,606 lb., all from Spain.

ORIUM.—Chiefly on account of the rise of the pound sterling in terms of piastres, there has been a slight decline in opium prices in Turkey, but London spot values do not appear to have been affected, the unit for usual druggists' quality still being 2s. 7d.

CONSTANTINOPLE, October 15.—Sales during the past fortnight have amounted to 40 cases druggists' at £T34 to £T40 per oke, 31 cases "softs" at £T39 to £T43 per oke, and Malatlia nil. The market is firm and prices are maintained. Favourable reports have been experienced throughout the interior, rendering the soil fit for sowing. Arrivals during the past fortnight have been 701 cases druggists', 250 cases "softs", and 108 cases Malatlia, compared with 1,234, 331 and 76 cases respectively, over the same period of last year. Stocks amount to 645 cases druggists', 144 cases "softs", and 139 cases Malatlia, compared with 1,268 cases druggists', 311 cases "softs", and 127 cases Malatlia last year.

ORANGE JUICE.—Up to now it has been difficult to preserve orange juice in the same way as lemon juice, that is, with the fruit cells intact. At the present time this has been made possible, and a Spanish factory which commenced making last year has now overcome the difficulty, and turning out an orange juice which is made with the fruit cells intact. This new crop orange juice for shipment beginning December-January is offered at 2s. 3d. per Imperial gallon, c.i.f. London.

PEPPER has been quiet and easier. Fair black Singapore closes at 1s. 2d. per lb. on the spot. To arrive, October-December shipment is 1s. 03d., and January-March 1s. 03d. c.i.f. Lampung is 1s. 24d. per lb. on the spot; aloft has been sold at 1s. 1d.; August-October shipment has been done at 1s. 03d. to 1s. 4d.; to 1s. 34d.; October-December at 1s. 03d. to 1s. 14d.; to 1s. 03d. to 1s. 34d.; January-March at 1s. 03d. to 1s. 14d. c.i.f.; Tellicherry is 1s. 34d. per lb. on the spot and January-March 124s. c.i.f.; Alleppey is 1s. 7d. on the spot. White Muntok is 1s. 104d. on the spot. Sales for shipment include August-October at 1s. 83d. to 1s. 84d. to 1s. 83d. and January-March 1s. 83d. to 1s. 83d. to 1s. 74d. c.i.f.

PIMENTO on the spot and for shipment is 1s. 4d. per lb., and October-December shipment 90s. per cwt. c.i.f. is wanted.

PLATINUM.—There is a fair inquiry reported at the reduction made of 5s. per oz., current quotations being £13 5s. to £13 10s.; crude or scrap is worth about £11 10s.

RUBBER is again easier, and about 4d. per lb. lower on the week. Business, generally, has been quiet, with little demand for either spot or forward rubber. The feature of the week has been the acceptance by the Dutch producers of the proposal for the creation of a reserve stock, in view of the possible shortage in the next year or two. The Dutch maintain that the fluctuation of rubber prices clearly showed that the market was controlled by the large American consumers, and that the present price situation for producers was most unfavourable. The British producers will now be asked to co-operate with the plan, but in well-informed quarters considerable doubt is expressed as to whether the necessary co-operation will be forthcoming.

Arrivals last week were again substantial, amounting to 3,259 tons, whilst deliveries were 1,397 tons, showing a further increase in the stocks of 1,372 tons. The London stock now stands at 45,711 tons, against 26,777 tons at the corresponding period last year. The Liverpool stock is 11,788 tons. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet spot, and October, 93d.; November, 94d.; January-March, 104d.; April-June, 104d. per lb.

SAFFRON.—For the new Spanish crop which will be ready shortly it is hoped that prices may be slightly easier than the last year's prices, which have prevailed since the end of the last crop. Present values are 42s. 6d. to 45s. 6d. per lb. according to quality.

STANDARD.—Owing to arrivals, lower prices are quoted, good pale selected quality offering at 190s. per cwt. on the spot, down to 175s. for dull small.

SARSAPARILLA.—Grey Jamaica is firm, with sellers at from 2s. to 2s. 3d. per lb. Good red native Jamaica is 1s. 7d. per lb., and red and yellow mixed 1s. 5d. to 1s. 6d.; Mexican is offered at 14d. on the spot, and to come forward from 104d. c.i.f. is quoted. Honduras "Crown" is 2s. 6d. per lb. on the spot.

SEEDS.—ANISE.—Spanish is 67s. 6d. and Russian 50s. per cwt. on the spot. CANARY.—Market remains very firm. Old crop Mazagan on spot is 22s. 6d.; no new crop is offered, ranging on spot is selling at 22s. and 24s. on 30-day lots at the same price. It is reported from Morocco that the Morocco f.a.q. 40 per cent. canary stocks are cleared. CUMIN.—Malta on spot is now 67s. 6d. and Morocco remains at 65s. For shipment Morocco can be bought at 58s. 6d. c.i.f. FENUGREEK remains at 20s. on the spot, and for shipment sellers are now quoting 17s. 9d. c.i.f. CORIANDER is quiet. A little business for shipment has been done at 8s. 6d. c.i.f. For spot parcels 10s. is the price. FENNEL is dearer on spot at 67s. 6d., and the forward price is unchanged at 62s. 6d. c.i.f. MUSTARD remains unchanged at 27s. 6d. to 31s. on spot according to quality. CARAWAY.—New crop Dutch on spot can be bought at 36s. 6d., and old crop is selling at 38s. 6d. on the spot.

SENGER remains unchanged at about 4s. 2d. per lb. on the spot, and for ton lots to arrive 3s. 9d. c.i.f. is quoted, with smaller quantities offering at 2s. 44d. c.i.f.

SENNA.—Sales of hand-picked Tinnelly pods have been made up to 94d. per lb., ordinary f.a.q. at from 44d. to 42d., and dark pale flimsy at 4d. to 4d. 10. At what London, there has been a slight interest shown in Tinnelly pods, and prices on the spot are steady to a trifle easier. A fair quantity of Alexandrian pods have been sold lately, and all qualities are dearer, with a shortage of first and second grade hand picked, and from 5s. to 4s. per lb., and even more is asked, according to quality, with manufacturing grades offering at 9s. to 10d.

SHELLAC is lower for forward shipment, TN for October-November and November-December shipment offering at 172s. per cwt. c.i.f. Sales for delivery include December at 185s. to 176s. and March at 185s. to 186s. to 176s. The spot price of usual standard TN closes 5s. lower at 162s. 6d.; fine orange 210s. to 275s., pure button 225s., and AC caley 220s. per cwt.

STRAMONIUM.—Good green leaves which are somewhat scarce are selling at 52s. 6d. per cwt. on the spot.

TARAXACUM.—English is very scarce, offering at about 80s. per cwt., and for German 80s. to 90s. is asked, which prices are too high to permit of business.

TRAGACANTH.—During the past week there have been a few arrivals of fine and medium leaf for which there has been a good demand recently. Holders are asking in some cases prohibitive prices. Finest quality of Bagdad No. 1 leaf is quoted at from £30 to £31 per cwt.; good pale seconds, from £22 to £23; thirds, £18 to £21; fourths, £12 to £17; ordinary to medium pale Prussian leaf, £3 to £11; amber leaf, £7 to £8 10s.; reddish leaf, £5 to £6 10s.; and hoggy sorts, 80s. to 100s.

TURMERIC is quiet, with fair Madras finger offering at 33s. per cwt. on the spot, and to arrive at 29s. c.i.f.

WAX (VEGETABLE).—Japanese is steady at 81s. 6d. per cwt. on the spot, and for October-December shipment 74s. 6d. c.i.f. is quoted.

Essential Oils

CITRUS oils are lower. Bergamot is dull and without interest. Cassia is without interest, and the price is lower on spot and to arrive. America peppermint is easier, and Japanese c'menthised is dull and also easier. Star anise remains firm for leads on spot. A certain amount of interest has been shown in gingergrass and palmarosa. Citronella is dearer. Distilled lime oil is scarce on the spot, and for arrival very little is offered. Wormseed is firm, and also Spearmint is firm, and bay is firm, and scarce. Geraniums are lower on spot, and forward prices seem to be a matter of negotiation. Lavender is easier.

ANISE (STAR).—The forward positions are easier, and for October-December shipment leads are quoted at 3s. 1d. and drums at 2s. 10d. per lb. c.i.f., and tins at 2s. 11d. The demand during the past few days has been for oil declared September-October, and a fair amount September-October is obtainable at second hand. Leads on the spot are quoted at 4s. per lb., and for leads September-October position, the turnover price of 3s. 4d. per lb. c.i.f. has been asked.

BAY is rather scarce at 7s. 9d. to 8s. per lb. spot for 50 per cent., and for lower testing at 7s. 5d. to 7s. 6d. per lb.

BERGAMOT is dull and shows little interest. The spot price is quoted at from 14s. to 14s. 6d. per lb., and new crop, 37 to 38 per cent. esters, is offered at 14s. per lb. c.i.f.

CANANGA is quoted at 10s. 6d. to 10s. 9d. per lb. spot.

CASSIA.—There is nothing doing in cassia, and the c.i.f. prices show an easier tendency. For shipment, it has been offered at 3s. 5d. per lb. c.i.f., and on the spot at 4s. 6d. per lb. for 80 to 95 per cent.

CEDAR LEAF is quoted at 5s. 9d. per lb. c.i.f.

CEADARWOOD is neglected and is offered at 1s. 3d. per lb. in drums on the spot, and 1s. 5d. per lb. in cases.

CITRONELLA.—Java is quoted on the spot at 3s. 3d. per lb., and Ceylon is quoted at 2s. 2d. to 2s. 3d. per lb. spot. The forward prices are higher and supplies and rather difficult to obtain.

EUCALYPTUS.—The spot price for 70 to 75 per cent. is 1s. 9d. per lb. and 1s. 7d. per lb. in drums, and for 80 to 85 per cent. 1s. 10d. per lb.

GERANIUM.—Bourbon has been quoted at 18s. 6d. per lb. on the spot and Algerian at 20s. per lb. Lower quotations have been made, however, for Bourbon, both on the spot and c.i.f., but these lower prices may be only temporary, and the above prices are generally prevailing.

GINGERGRASS.—A certain amount of interest has been shown, but it is difficult to get offers, though one or two offers for shipment have, however, been made.

JUNIPER.—Juniper berry is quoted at 5s. 3d. per lb. on the spot.

LAVENDER.—French lavender is easier and is quoted at from 12s. 6d. to 14s. 6d. per lb. according to the percentage of esters and the seller.

LEMONGRASS is lower and spot prices vary from 12s. 3d. to 13s. 3d. per lb. according to seller. New crop machine-made is offering at 9s. 6d. per lb. spot at 11s. 6d. per lb. c.i.f., based on a 4 per cent. citral content, and 10s. 6d. per lb. c.i.f., and with 4.5 to 5 per cent. citral at correspondingly higher prices.

LEMONGRASS.—The spot price is from 2s. 8d. to 2s. 9d. per lb., and for forward shipment, October-December is quoted at 2s. 9d., and January-February at 2s. 6d. per lb. c.i.f.

LIME.—Good quality of West Indian distilled is extremely scarce on the spot, and small quantities might be offered at 34s. 6d. to 35s. per lb. For arrival nothing is offering, but business might be possible still at 31s. per lb. c.i.f.

MANDARIN is easier at 22s. per lb. spot, and new crop for shipment is offered at 20s. to 22s. 6d. per lb. c.i.f.

ORANGE.—Sicilian is offered on the spot at from 14s. 6d. to 14s. 9d. per lb. according to sellers and brand, and new crop Sicilian ex-producers at 14s. 7d. per lb. c.i.f.

PALMAROSA.—There has been some inquiry during the past few days, and parcels have been offered at 11s. 6d. per lb. c.i.f.

PEPPERMINT.—Japanese demolished is quoted at 5s. 6d. per lb. on the spot and at 4s. 6d. per lb. for October-December shipment for Kobayashi-Suzuki. American natural tin is slightly easier on the spot at from 3s. 5d. to 4s. 9d. per lb., and to come forward at 14s. 6d. per lb. c.i.f. in drums and 14s. 8d. to 14s. 9d. per lb. for tins in cases. The market is dull. Redistilled oil is offered at 15s. 9d. per lb. spot and H.G.H. at 22s. per lb.

PEITRAGRAT.—Paraguay is quoted at about 7s. 6d. per lb. spot.

ROSE.—Pois de rose Cayenne is quoted at 7s. to 7s. 1d. per lb. in drums.

SASSAFRAS.—Genuine natural oil is quoted at 5s. 6d. to 5s. 8d. per lb. on the spot and to come forward at 5s. c.i.f. SPERMANTH is firm at 19s. 6d. per lb. c.i.f. for prompt or December shipment. The spot price is about 18s. per lb.

SPICE.—Spanish spike lavender is cheaper now than it has been for years. The crop has been good, and cost of labour was reduced. The spot price is 2s. 6d. per lb., but the present price is not likely to fall for long.

THYME.—The commoner qualities are plentiful, but first quality is scarcer and dearer. For 65-70 per cent. phenols from 4s. 6d. to 4s. 9d. per lb. is quoted.

WORMSEED OIL is again dearer at 15s. 6d. per lb. c.i.f., and on the spot 14s. to 14s. 9d. It will be seen that the forward price is considerably dearer than the spot.

The following arrivals have taken place from the countries indicated during the period September 25 to October 1 (inclusive): Bergamot (Ger.) 4 cs., (It.) 8 cs.; birch (Ger.)

1 cs.; caraway (Neth.) 3 cs.; clove (Sey.) 1 cs.; cinnamon (Sey.) 12 cs., (Neth.) 1 cs., (Cey.) 2 dm.; citronella (Jap.) 2 dm., (Cey.) 4 dm.; eucalyptus (Aust.) 19 dm.; lavender (Fr.) 1 dm.; lemon (It.) 42 cs.; mandarin (U.S.) 3 cs.; orange (It.) 5 cs.; peach (U.S.) 1 cs.; peppermint (U.S.) 39 cs.; others (Fr.) 1 cs. 5 pk.; undescribed (China) 1 dm.

The following arrivals have taken place from the countries indicated during the period October 2 to October 8 (inclusive): Anise (Jap.) 20 cs., (H.-K.) 10 cs. 3 dm.; bergamot (It.) 7 cs., (U.S.) 6 cs.; cajuput (Dutch Poss.) 2 dm.; cinnamon (U.S.) 1 dm.; clove (Ger.) 1 dm.; capilla (U.S.) 2 cs.; eucalyptus (Aust.) 4 dm.; (Sp.) 20 cs.; geranium (Fr.) 7 dm.; grape fruit (U.S.) 1 cs.; lavender (Fr.) 1 cs., (Neth.) 1 cs.; lemon (Neth.) 2 cs., (Fr.) 1 cs.; lemongrass (Fr.) 1 dm.; lime (B.W.I.) 10 cs. 2 dm., (Br. Gui.) 4 cs.; mandarin (It.) 9 cs.; nutmeg (U.S.) 2 cs.; orange (It.) 54 cs.; peppermint (Austria) 8 cs., (Ger.) 2 cs., (Jap.) 170 cs.; pine (Ger.) 1 cs.; sassafras (U.S.) 5 cs.; spearmint (U.S.) 4 cs.; thyme (Br. Ind.) 8 cs.; vetiver (Neth.) 2 dm.; undescribed (Fr.) 19 cs.

Pharmaceutical Chemicals, etc.

There is no feature of outstanding importance or interest to command the market throughout, and the quiet state, and with the possible exception of potassium bromide, prices are steady.

ACETANILIDE remains quiet and unchanged: B.P. crystals and powder, 1s. 4d. to 1s. 6d. per lb. as to quantity.

ASPIRIN continues steady at old rates: spot, 10s. 7d. to 11s. 1d. per lb. as to quantity; f.o.b., ten cwt. 10s. 6d., five cwt. 10s. 8d. per lb.

ASPIRIN is steady, although important business is lacking: quoted from 2s. 9d. to 2s. 11d. per lb. as to quantity.

BARBITONE.—There is no change in the recently adjusted prices, with business in second hands: spot, five cwt. 7s. 3d., two cwt. 7s. 5d., 56 lb. 7s. 7d., smaller lots 7s. 9d. per lb.; f.o.b. Continent, one penny less.

BENZALDEHYDE is unchanged on a quiet market: quantities of .03, 1s. 10d.; smaller parcels, 2s. per lb.

BENZOIC ACID (B.P.) is still slow, with quantities ex works at about 2s. 0d. to 2s. 1d.; spot, parcels, 2s. 2d. per lb.

BROMIDES.—Conditions continue as recently reported, there being keen rivalry for business between home makers. At the same time there is a feeling that bottom prices have been reached. Makers' quoted prices are as follows: ammonium, 1s. 11d.; potassium, 1s. 11d.; sodium, 1s. 11d.; granular, 1s. 6d.; sodium, B.P. is 9s. 9d. per lb. in cwt. lots; considerably lower prices are reported for ton or more lots. Dealers' prices are barely competitive in regard to potassium bromide, except for the smaller business.

CALCIUM LACTATE remains quiet on a steady market: quantities, 1s. 2d.; smaller parcels, up to 1s. 3d. per lb.

CHLORAL HYDRATE.—Duty-paid crystals continue steady on spot at 3s. 1d. to 3s. 3d. per lb.; business is quiet.

CITRIC ACID (B.P. crystals).—There is little to add to our comments of last week; spot business continues difficult and cheap offers of foreign are being made to clear stocks: spot is at about 2s. to 2s. 0d. per lb., less 5 per cent., for fair quantities; forward, c.i.f. 1s. 11d. per lb., less 5 per cent., English makers quote 2s. per lb. less 5 per cent.

CREAM OF TARTAR continues fairly steady, while business is not quite so brisk; foreign 99 to 100 per cent. powder on spot is offered at about 10s. 6d. to 10s. per cwt., less 2 per cent., and slightly less for quantities. English makers quote 99 to 100 per cent. powder at 10s. per cwt., less 2 per cent.

CREOSOTE (B.P.) remains dull: spot, 1s. 8d. to 1s. 9d. per lb. as to quantity.

CREOSOTE CARBONATE is slow of sale: spot is offered at from 5s. 8d. to 6s. per lb.

GUAIACOL CARBONATE is unchanged on a dull market at about 4s. 6d. to 4s. 9d. per lb.

HEXAMINE.—There is no change to report, with controlled prices at 2s. 6d. to 2s. 8d. per lb. as to quantity.

METHYL SALICYLATE is quiet, as there is to be expected at this time of the year: prices are unchanged at 3s. 8d. to 3s. 11d. per lb. as to quantity.

METHYL SALICYLATE (B.P.) continues steady, although quiet: quoted at 1s. 6d. to 1s. 8d. per lb. as to quantity.

METILY SULPHONIC is maintained at the agreed prices of 12s. 7d. to 12s. 10d. per lb. as to quantity.

PARAFORMALDEHYDE continues dull and is none too steady as quoted: quantities of 100 per cent. powder, 1s. 7d. in kegs; smaller parcels, 1s. 8d. per lb.

PARAFORMALDEHYDE is slow of sale at from 1s. 1d. to 1s. 4d. per lb. as to quantity and packing.

PHENACETIN.—The usual routine business is moving, with the market steady: ten cwt., 3s. 2d. up to 3s. 7d. per lb. for small lots; f.o.b. Continent, one penny less.

PHENAZONE is unchanged, with no important business moving: spot, ten cwt., 5s. 9d. up to 6s. 1d. per lb. for small parcels; f.o.b. Continent, one penny less.

PHENOLPHTHALEIN is at the controlled rates of 5s. 11d. to 6s. 14d. per lb., and the market is steady.

POTASSIUM PERMANGANATE (B.P.) is steady at 54d. for quantities in drums; drugists' quantities from 5d. per lb.

POTASSIUM SULPHOALUMINATE remains dull, with spot offers at about 5s. 6d. to 5s. 9d. per lb.

RESORCIN is unchanged on a steady market with a fair business: 2s. 11d. to 5s. 2d. per lb. as to quantity, spot.

SALICYLIC ACID (B.P.) is steady at home makers' prices of 1s. 5d. to 1s. 7d. per lb. as to quantity.

SALT is unchanged, with business normal: quoted from 5s. 74d. to 5s. 104d. per lb. as to quantity.

SODIUM DIETHYLBARBITURATE is maintained at the recent advanced prices: spot, about 10s. per lb.; f.o.b. Continent, five cwt., 9s. 74d. up to 10s. 34d. per lb. for smaller lots.

SULPHONAL remains dull but steady: small crystals, 10s. 1d. to 11s. 2d. per lb.; powdered, 14d. per lb. more.

TANNIC ACID (B.P. *testis*) remains dull, with values on spot unchanged: quantities, 2s. 10d.; smaller parcels, about 3s. per lb.

TARTARIC ACID (B.P. crystals).—Business is still difficult and foreign on spot is offering at about 1s. 4d. to 1s. 44d. per lb., less 5 per cent. as to quantity, the lower price only for large parcels; foreign to arrive, 1s. 34d. c.i.f., less 5 per cent. English makers quote 2s. 44d., less 5 per cent.

THYMOL continues quiet and unchanged: synthetic fine white, 9s. 1d. to 9s. 3d. per lb.; ex ajowan seed, 11s. 3d. per lb.

VANILLIN.—Home makers continue to quote ex clove oil at 14s. for cwt. lots and less for ton or more lots. Dealers are offering ex guaiacol at about 13s. 6d. for cwt. lots.

Industrial Chemicals, etc.

London, October 23.

GENERALLY steady but subdued markets continue to be reported from all quarters. Prices remain as previously reported, with no indication of any pending changes.

ACETIC ACID continues in normal demand: 80 per cent. technical, £35 15s.; 80 per cent. pure, £37 in barrels; glacial, pharmaceutical, 85 per cent. pure, £56 in glass demijohns; glacial in barrels, £56 per ton ex store.

ACETONE is unchanged, with a fair business moving: B.G.S., £76 10s. to £85 per ton in drums ex store as to quantity.

AMMONIA (ANHYDROUS) is moving in small quantities: 99.95 per cent. in loaned cylinders, 10d. to 1s. per lb. carriage paid; slightly less for contracts.

AMMONIUM CHLORIDE is steady, with a fair business passing: grey galvanising, £21 to £21 7s. 6d. per ton in casks ex store; slightly less for contracts.

ARSENIC has been well maintained on the basis of £16 per ton f.o.r. mines for 99 per cent. Cornish. Demand is restricted. Mexican high-grade is £17 to £17 10s. c.i.f. Liverpool.

BARIUM CHLORIDE is receiving fair attention, with spot 98 to 100 per cent. prime white crystals at £11 10s. per ton in casks ex store; f.o.b. Continent, £9 15s. for minimum five-ton lots.

BORAX.—Home makers and importers of American are quoting at about level prices, as mentioned in our recent reports.

CAUSTIC POTASH is unchanged at the Convention rates: 88 to 92 per cent. solid, £31 15s. to £36 15s. per ton in drums ex store; 50s. per ton c.i.f., less in all cases.

COPPER SULPHATE.—There has been no improvement in the demand, but prices are unchanged. Associated British makers quote £27 to £27 10s. for casks f.o.b., less five per cent.

FORMALDEHYDE remains quiet and the market is competitive: 40 per cent. by volume, £54 per ton in casks ex store, and less for large quantities.

ISOPROPYL ALCOHOL is unchanged, with moderate business moving: quoted from 11s. to 12s. per gallon in drums carriage paid.

LITHIOPSE is steady and business is fairly good: 30 per cent. Continental red seal, £19 10s. per ton in casks ex store; slightly less for contracts.

OXALIC ACID is a bright market: quantities to arrive, £32 per ton ex wharf; spot parcels, 33s. to 33s. 6d. per cwt. ex store.

POTASSIUM CARBONATE shows no change, with the market rather slow: 90 to 92 per cent., £23 10s. to £24; 96 to 98 per cent., £25 10s. per ton in casks ex store; slightly less for contracts.

POTASSIUM PERMANGANATE remains neglected, with quantities in two-cwt. drums offered from 5d. per lb.; smaller lots from 54d.

POTASSIUM PRUSSATE continues in fair call: quantities, £63 10s. to £65 10s.; single casks, 7d.; small parcels, 74d. per lb. ex store.

SAL AMMONIAC is moving fairly well, with dealers' prices maintained: dog-tooth crystals, £32; medium, £28 10s.; fine white crystals, £17 10s. per ton in casks ex store; slightly less for contracts.

SALTS are bright and supplies are limited: quoted from 5s. per ton in bulk delivered.

SODIUM ACETATE is held on spot at £21 10s. per ton in casks ex store; market is very steady.

SODIUM HYPOSULPHITE continues in steady demand and unchanged: dealers quote pea crystals at £15 per ton in one-cwt. kegs; commercial quality, £9 10s. in casks ex store.

British makers' price for pea crystals to home consumers on contract: £15 carriage paid to buyers' stations.

SODIUM PRUSSATE is moving fairly well at unchanged prices: quantities, 44d. to 5d.; smaller lots, from 54d. to 54d. per lb. in casks ex store.

SODIUM SULPHIDE is unchanged, with home makers offering 60 to 62 per cent. solid at £9 5s. and broken at £10 5s. per ton in drums carriage pair; f.o.b. Continent, about £7 1s. 6d. to £7 10s. per ton for solid.

COAL-TAR PRODUCTS, etc.—There is no change of importance to record and generally the market is steady with business limited. Carbolic acid crystals continue in very short supply and at high rates. ANILINE OIL and SALT are unchanged.

CARBOLIC ACID continues in short supply, with makers' prices ranging from 74d. to 9d. per lb. for 39° to 40° C. ice crystals, but it is understood they are unable to deliver any quantity for near positions. Dealers are selling occasional parcels at anything from 11s. to 1s. 2d. per lb. f.o.b. for carriage paid in drums with over-casks. Crude carbonic 60's continue firm at 2s. 34d. to 2s. 4d. per gallon naked at works. CREOSOTE OIL is unchanged and continues very weak, with ex works quoted at 3d. per gallon in bulk quantities.

CRESYLIC ACID is firm, with prices unchanged. NAPHTHALENE is unchanged, with the market quiet: farnes and base, £15 15s. to £16 per ton in casks ex wharf. METHYL ALCOHOL is easier, with only small business passing: quoted at about £44 per ton, and less for quantities, in drums ex store.

PYRIDINE is dull: f.o.b. 4s. to 4s. 6d. per gallon. TOLUOL continues unchanged; commercial 50's, 1s. 10d.; pure, 2s. 5d. per gallon ex works, London. XYLOL continues slow and unchanged: commercial 50's, 1s. 10d.; pure, about 2s. per gallon at works. PITCH continues unchanged at 47s. 6d. per ton f.o.b. East Coast.

Fixed Oils, etc.

A NUMBER of items are at slightly cheaper prices after a week of quiet markets. Palm oils close weak. Lined oil is easier spot and forward and American turpentine is also cheaper. ACID OILS are dull and easier: coconut and palm kernel, 33s.; castor, 34s. 6d.; 31s. 6d.; soya, 28s. per cwt. spot.

CASTOR.—Market is easier and dull: pharmaceutical, 48s. 6d.; first pressings, 45s.; second pressings, 42s. per barrel on the spot in not less than one-ton lots. COCONUT.—Market has been slow and is slightly easier: deodorised, spot, 41s.; Ceylon, 34s. 9d. c.i.f.; Cochin, 44s. c.i.f. COTTON.—Prices are better with the market steady but quiet: deodorised, 42s.; common edible, 40s.; soapmaking, 37s. 6d.; crude, 34s. 6d. spot.

GROUND NUT continues steady but quiet: deodorised, spot, 46s.; crude Oriental, 39s. c.i.f. PALM KERNEL is quiet: deodorised, 42s. 6d.; crude, 36s. 6d. spot. PALM.—Prices for most grades are cheaper and the market closes dull and weak: Lagos, 30s. 35s.; softs, 30s. 36d.; medium, 30s. 36d.; hard, 34s.; bleached, 33s. 6d. spot. RAPE is quiet but steady: refined, 47s. 9d.; crude, 46s. 3d. spot. SOYA is dull, with values unchanged: deodorised, 42s.; crude, 38s. 6d. spot. LINEDSEED (raw, naked) has been generally quiet and is easier spot and forward: on spot 44s. 6d.; October, 41s. 9d.; November-December, 41s. 3d. January-April, 40s. 3d.

London deliveries were 1,881 barrels last week, making a total since January 1 of 80,653 barrels, against 85,162 barrels for the same date last year. Stocks were returned at 24,340 barrels, against 33,855 barrels a year ago. Including the landings and floats, the London visible supply was returned at 29,532 barrels, which compares with 37,356 barrels a year previous. RESIN.—There has been but little change in the market, despite the larger receipts reported in America, and demand has been slow. C.i.f. terms for ebipment are as follows: D/M 19s. 44d., N 19s. 74d., W/G 19s. 9d., and W/W 20s. 3d. French grades were somewhat easier, with W/W at 18s. 104d. c.i.f. Wood.—Hankow is dull at 74s. 9d. per cwt. on the spot. Other French (B.P.) is 4s. 9d., edible 6s. 6d., Italian edible 7s. 3d. per gallon ex wharf.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

The Title "Pharmacist"

SIR,—To one who can no longer claim to belong to the younger generation it seems but a very little while ago that we were advised and exhorted to adopt the title "pharmacist" and to use it on our facias and stationery; but now we have "M.P.S." (*C. & D.*, October 12, p. 460) recommending us to give up the use of the names "pharmacist" and "pharmacy" altogether, and to stick to "chemist and druggist." Although the name "chemist" is the one by which the public has always known us, and probably will do so for generations to come, I do not think it advisable to relinquish the title "pharmacist" entirely, because if we did so it would mean in time that the unqualified vendors who call their premises "pharmacies" would lay claim to the personal title as well, and from that it would be only a step to demanding registration without examination. Rather, therefore, would I advise a persistent hammering away at the effort to obtain the restriction of the word "pharmacy" to premises under qualified control.—Yours, etc.,

FARMACISTA (21/10).

Insurance Dispensing Difficulties

SIR,—As a member of the local National Health Insurance Committee I have been impressed with the ignorance of the members regarding the position financially of the chemist in the administration of the National Health Insurance. There are few who have any idea of the anomalous and unenviable plight the chemist finds himself in under present conditions. Under the present agreement with the Government the chemists are bound to suffer financial loss in the event of an epidemic, while the contributions to the doctors and friendly societies are paid in full. If the prospective R.P.U. conference elects to continue the agreement and the Government refuse to grant further assistance in case of an epidemic, then the agreement should only be continued upon a perfectly equitable basis, and the loss due to epidemic (such as occurred last February) should be borne *pro rata* by all concerned, friendly societies, doctors and chemists.—Yours, etc.,

R. E. JACKSON, PH.C., F.C.S.

North Shields.

SIR,—Regarding N.H.I. dispensing after hours, chemists are vague in some small towns; in large towns there is a rota. In small towns no one seems responsible, and patients wander from door to door in vain. Prescriptions are brought after hours—all hours—not marked "Urgent," and are demanded. Some general enlightenment would help chemists in small towns. The sore point is that for 4d., and often the loan of a bottle—never returned—one has to dance attendance on some idle person who has loitered to gossip and been too lazy to put a bottle in his pocket. To refuse to oblige means a bad name all down the street. Patients file in and hang about just at busy shopping hours. Could not a surgery hour be arranged precisely at closing time and so clear the path for counter work? When a man closes at 7 he is pestered at the final rush and post time for three or four fourpences. The whole thing is a farce from a business point of view. If dispensed medicine is essential to life, then why do not the authorities pay an adequate fee for skilled work? Or why not build central Government dispensaries, open day and night?—Yours, etc.,

LOOKING AHEAD (22/10).

SIR,—The compounded powder quoted by Mr. W. M. Sims (*C. & D.*, October 12, p. 460) is probably as good an example as could be found anywhere of the futility of the conditions under which we do Insurance dispensing. In the *C. & D.* Retail Price List the cost price of

bismuth carbonate is given as 147d. per lb., and the retail at 1s. 7d. oz., so it would pay far better to sell one ounce over the counter than to dispense a prescription containing four times the amount. The whole thing appears so absurd that it seems incredible any body of skilled and qualified workers consent to be a party to it for a moment. And yet we are advised that the discounting will be continued to the end of the year, and it looks very much as if we are again to be confronted with a loss. As we have the option of discontinuing the service at the end of this year or else carrying on till 1932 before there is another opportunity to end the contract, is it not incumbent on panel chemists to think for themselves and to consider whether it is really worth while, and to disregard the advice which so far has led to nothing but one loss after another? As time goes on, the probability is that discounting is likely to become heavier rather than otherwise, for as far as I am aware there has been no suggestion that the drug fund will be enlarged to meet any new charge on it.

Faithfully yours,

AUGMENTA (22/10).

SIR,—If the National Insurance Formulary has not been adopted in Kent, then the pharmacists in that county are now experiencing the same troubles and petty annoyances which those in other areas round London are coming across daily. There are two principal causes of trouble. First, the doctor who is indifferent to the fact that there is a new formulary for Insurance use, and who still continues to write out prescriptions for mixtures which are no longer included, or have a different title. The second cause of trouble is the mixture which retains the old title and has a new formula giving it a different appearance or taste—for example, mist. acid. acetylsal., which in the old style was a suspension, but in the new one forms a clear solution. And so we have the customer who has been in the habit of receiving a mixture with a white sediment coming back to tell us we have made a mistake or left something out, involving an explanation which is over the heads of most people.

Yours truly,

SCRITTA NUOVA (21/10).

Dispenser's Penmanship

SIR,—Judging by appearances, "Pharmacy Week" in my district must be accounted a success. Windows look extremely well, the dressing tasteful and novel. The display of old prescription-books here and there is interesting, as much to the brethren of pharmacy as to a section of the public. Reading some of the old scripts took me back to apprenticeship days in the 'sixties—simple formulas for mixtures, gargles and so on, all of the old school. One page was dated 1854, and I was delighted with the calligraphy of this pharmacist, who left a fine and much-needed example for some of our dispensers of the present generation. In my younger days a bad penman was distinctly handicapped in the race for any "good" business. I have lately, in my own circle, I have had to make slight but necessary corrections. Two or three of my own family have had to see the doctor, and the results as dispensed have had to be carefully sorted. One of them is directed in such a way that it might be for Mr., Mrs. or Miss; a second for, say, Miss A. B. X. is sent in as for Miss X. As all of these are supposed to have been "checked," it seems clear that these good folk are remiss in the principles of pharmaceutical dispensing.—Yours, etc.,

EMERITUS (21/10).

Old Prescription Books

SIR,—"Fifty Odd," in his fourth article on "Selling in Business" (*C. & D.*, September 14, p. 307), refers to the proprietor of an old-established business with a library of old prescription-books, who would reasonably expect to be paid something substantial over and above the usual valuation. I note that he qualifies these remarks by the addition of the words, "from which repeats are frequently dispensed," and I would advise all young purchasers who are asked to pay an extra sum for old script books to ascertain definitely that repeats are frequently dispensed, as in these modern days there is not the tendency to

repeat mixtures year in and year out as there used to be. I came across one case in which an old-established business was closed down and the books were sold to a neighbouring chemist for what I considered a large sum; far from securing the whole of the original business as he had expected, I believe he never saw his money back.

Yours, etc.,

LIBRA SCRIPTA (23/9).

An Effect of Welfare Centre Business

SIR,—The item from "The Evening Standard" (*C. & D.*, October 12, p. 452), in which a doctor is reported to have said that the attendances at welfare centres would soon decrease if they stopped the supply of cheap foods, bears out to a large extent the complaints of chemists against the abuse of these places. Not only have the chemists been hit over the sale of foods, but it has spread to other things as well, feeding bottles, etc. As the sale of these foods through retailers has dropped to such an extent, I understand that in some districts the makers are now supplying them in packets to the shops, packed in a similar style to that supplied at the centres. One customer I had the other day refused to purchase a tin on the ground that she could get it in a neighbouring locality in a packet at a lower rate; and if this is to continue the standard packing in this will be no longer saleable.

Yours faithfully,

POST CIBOS (22/10).

Dispensing for Doctors

SIR,—The remarks of Mr. Marshall Freeman, which you quote (*C. & D.*, October 12, p. 448), are really unanswerable, and it is to be hoped that the question now raised in such an influential manner will not be allowed to drop. There is one point on which I cannot agree with him, and that is when he recommends the method of doctors arranging with chemists to dispense and deliver all their medicines. I had a good deal of experience of the "sixpence a bottle" dispensing, and I have no wish to see any return of it. In the first place, the doctors required a contract price, and this made it necessary to restrict the prescribing to drugs which were not over a certain cost; if they wished to prescribe anything more expensive, it was charged extra—and extra charges always lead to a certain amount of dispute when the bill was sent in. Again, the doctors got into the habit of writing all their prescriptions the last thing at night when they returned home, with the result that the doctors' boys arrived with strings of them, often abbreviated out of recognition on odd scraps of paper, just on closing time (in those days 10 p.m.); and it meant a worse rush than there is now with the N.H.I. scripts to get them done and delivered before the patients' families had retired for the night.

Yours faithfully,

DENARIUS (21/10).

"Wake Up, Pharmacy!"

SIR,—In reply to "Individuality" (*C. & D.*, October 19, p. 490) I am quite unrepentant. Although I may have referred to industrial strikes to illustrate a point, that is not to say that I am an advocate of them. He also says that what we want is a policy of construction and not destruction. Then he goes on to urge pharmacists to get together; somehow I seem to have read this kind of advice a good many times before, but we do not seem to get much further with the constructive effort. As to getting together, if "Individuality" will look round he will find several instances already amongst pharmacists, for example, the Pharmaceutical Society, the P.A.T.A. and the R.P.U.; in each of these bodies there is a considerable percentage of the chemists on the register, but is "Individuality" satisfied with the results of their combination? But let us suppose that it would be possible to get 100 per cent. membership and all members pledged to stand by each other, what would "Individuality" do next? Would he head a deputation of M.P.s. to interview the M.P.s. and inform them that the D.D.A. regulations had to be amended because the Society said so, or to the General Medical Council to tell them that pharmacists would not allow doctors to dispense any more? Would he inform the

price cutters that the chemists had decreed that they were not to do it any longer, and the bazaars that the sale of films, toilet lines, and chemists' goods must be stopped?—Yours etc.,

ETHICUS (21/10).

SIR,—If I may be permitted to encroach upon your valuable space once more, I should like to make a few more remarks in the interest of "Wake Up, Pharmacy!" The results of the appeal made by myself and others have, to say the least, been very disheartening; one begins to ask oneself whether our aims and ideas are fully understood. There are people who seem to imagine that we are trying to raise the old feud of master and servant, that we are attempting to form a trade union of managers and qualified assistants, with the object of pointing a pistol at the head of the chemist, and making impossible demands. Naturally managers and assistants would be chary of having anything to do with such a movement, the membership of which would probably cost them their jobs. This, however, is not our policy—far from it; our object is the protection of the individual pharmacist, whether he be in business for himself or acting as manager or qualified assistant, to protect him from those whose interest in pharmacy is confined to dividends and balance-sheets. To secure this protection we must present an organised and uniform front. Chemists in business have realised the need of unity; but we cannot help but feel that their position, although already a strong one, would be considerably strengthened by the support of an organised body of managers and qualified assistants. I, myself, have taken a look into the future. Every year we shall have a fresh influx of young qualified men and women, who, thanks to the efforts of the Society, will have reached a higher plane of education than has been the case in the past. These we can divide into two classes, those who are anxious to obtain the necessary business experience before taking the helm themselves, and those who for financial or other reasons will always remain managers and assistants. These young men and women are keen, they have the interests of pharmacy at heart, they are determined to sap thereof; to-morrow they hold the reins. If it were possible to bring into being an organisation that would absorb these single units, then I feel we would have gone a long way towards our goal. The difficulties to be faced in forming such a body are many, but, personally, I do not think they are unsurmountable. There must be many chemists who can bring forward sound constructive ideas. Let us hear from them.—I am, etc.,

INDIVIDUALITY (23/10).

The Chain-Store Menace

SIR,—It is gratifying that "Localiser," as well as others, are realising the grave dangers that lie ahead of the independent pharmacist. In his recent letter (*C. & D.*, October 5, p. 433) not only does he see the difficulties to which I referred, but the one which is becoming more pronounced, that is, supplying private schools, institutions and other large buyers by a combine at prices which would effectively cut out the chances of the retailer to obtain the business. When wholesalers and manufacturing houses are taken over by the combines without any change of name or public indication, the retailer who is making an effort to retain his independence may, in fact, be buying from the enemy. In the light in the States the last figures I received show that by August 10 almost 17,000 independents had signed the contract, and from then onwards would be known as McKesson Service Stores. These independents employ over 30,000 salespeople, and are thus a very formidable body. At the moment they are appealing for manufacturers to join the group. When they really commenced on October 1 they would certainly make a show, with nearly 17,000 simultaneous window displays, newspaper advertising to reach 38,000,000 people and radio programmes to reach over sixty million people each week. It is an experiment worth watching. Would the independent chemists in this country could be aroused to their danger? If so, they could and would find the solution. There are wholesalers who would help, and so form a safeguard for those who do not want to be swallowed up in the chain-store peril.

Yours faithfully,

CENTRALITY (9/10).

Legal Queries

H. M. (25/7).—If the penny packet of powder does not consist of a pure drug, i.e., a single drug without any admixture whatsoever, the use of the title "Flu Powder" or "Influenza Powder" renders the article liable to medicine-stamp duty.

H. & G. (23/810).—The use of the expression "prepared only by . . ." on the label for a cough lozenge renders the article liable to medicine stamp duty, since it constitutes a claim to a proprietary right in the medicine. The reference to the trade mark may also involve liability for the same reason.

S. J. (17/9).—The sale of poisonous substances to be used exclusively in agriculture or horticulture is regulated by the provisions of Section 2 of the Poisons and Pharmacy Act, 1908, which makes it an offence for any person to sell or keep open shop for the sale of poisons unless he is a duly registered pharmaceutical chemist or chemist and druggist . . . or the person so selling or keeping open shop is duly licensed for the purpose under this section by a local authority. Regulations dealing with the sale of agricultural and horticultural poisons under this section of the 1908 Act have been made by Order in Council, in 1909, 1911 and 1920.

W. K. (3/109) asks whether it is compulsory to have accounts audited by an accountant, and if stock should be properly taken for income tax purposes next year. [The Income Tax Acts do not compel you to have your accounts audited. On the other hand, the Inspector of Taxes should receive from you an account drawn up on orthodox lines upon which he may properly assess your liability to tax. You should show the stock with which you commenced your financial year, to this the purchases you make for resale during the same period are added. If the sum of these is set off against your sales, plus the stock on hand at the end of the period, the result is the gross profit on turnover. Stock, therefore, should be valued methodically and accurately at the purchase or market price prevailing at the time the stock value is taken, at whichever is the lowest price, writing off any stock not fit for resale.]

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

Linsed Tea

Is there a good workable formula for the above: an undoubted remedy for bronchial coughs? A good recipe is (from a Red Cross handbook): Linsed (2 oz.), liquorice, sugar, fresh lemon peel (a sufficiency), and water (one pint). Boil and allow to simmer for an hour and strain. The result is a jelly not amenable to any work with a spoon; hence one has to "gulp it down"; very nice and soothing, of course, but intractable, say! Make it up to the full pint, and it is little better. Is there any herb, bark or seed one could use in place of linsed?—*Bronco* (14/10).

Lime Water for Warts

The taking of lime water for the curing of warts (*C. & D.*, September 23, p. 406) had always seemed, to my mind, such a well-known fact that I was surprised to see a special note of it. I have had customers with a dozen or more warts, in one case over twenty on one hand, and in every instance the administration of regular doses of lime water for a period of from four to six weeks has effected a cure.—*Calcedra* (21/10).

National Insurance Formulary

One more small point which has come to mind regarding the new National Insurance Formulary. The formula for lot. acid. carbol. contains acid. carbol. 5j., trypan blue, gr. j., aq. ad. ʒviij., being an odd quantity of 1 in 64. Now many doctors write their scripts for lot. acid. carbol. 1 in 40 or 1 in 80; when this is the case we are to take it that the lotion is to be coloured with the trypan blue, or are we to dispense just a solution of carbolic acid in water?—*Trypanica* (22/10).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

A. R. T. (16/10).—TOXICITY PROBLEMS IN THE VITREOUS ENAMELLING TRADES.—Information regarding the toxicity of tin and zinc and their compounds in their technical applications is to be found in the following works, possibly *Phyllanthus Niuri*, a plant which is extensively used in the tropics and also in India in the treatment of urinary affections. However, the material is insufficient to determine the species with certainty.

B. M. (15/10).—BRAZILIAN PLANT.—The plant submitted for determination is a doubtfully a variety of *Phyllanthus*, possibly *Phyllanthus Niuri*, a plant which is extensively used in the tropics and also in India in the treatment of urinary affections. However, the material is insufficient to determine the species with certainty.

W. J. (27/8).—OXYGEN TOOTH PASTE.—Glycerin should be used to form the paste, the addition of alcohol or water being avoided, as they tend to make the paste become hard and shrink. Further, the amount of soap should be reduced as much as possible. Indeed, certain special soaps are said to yield better results than the ordinary pharmaceutical hard soap. The addition of a small amount of anise oil in the following formulas is the result of the observation that this oil or anethol has a stabilising effect on the sodium perborate or magnesium peroxide.

I		II	
Calcium carbonate	... 250	Magnesium peroxide	... 100
Magnesium carbonate	... 42	Calcium carbonate	... 100
Sodium perborate	... 15	Hard soap	... 20
Hard soap	... 15	Menthol	... 20
Peppermint oil	... 7	Anise oil	... 1
Anise oil	... 0.4	Bergamot oil	... 5
Glycerin	... a sufficiency	Glycerin	... a sufficiency

Great care should be taken in mixing the ingredients of an oxygen tooth paste, and direct contact with metal in the mixer should be avoided. On a manufacturing scale these parts are enamelled.

G. E. D. (24/9).—ELECTRIC LAMP VARNISHES.—These consist of solutions of spirit soluble aniline dyes in white hard spirit varnish.

Bright Windows (1/10).—The primary cause of a frosted window is the condensation of water vapour brought about by the varying temperature. The usual procedure is to rub the window with a cloth soaked in a mixture of glycerin and methylated spirit, equal parts. Much can be done by means of ventilation, and the following suggestions will assist in solving the problem: To every window box there should be six ventilators—two in the floor of the shop, or through the bottom of shop front, outside; one each end of the window flooring inside; and two in the back of the window frame, at the top. This gives a supply of cold air, and keeps the outside and inside temperatures at the same level. During a freezing period, care should be taken not to show goods easily smashed by the cold.

Retrospect of Fifty Years Ago

Reprinted from
The "Chemist and Druggist," October 15, 1879

Dr. Charles Symes Assesses the Pharmacist's Status

There can be no doubt but the public regard pharmacy as something above an ordinary trade, and the pharmacist as a man of superior intelligence, but he is a shopkeeper, and with the superficial portion of society this militates considerably against him; yet if my experience is worth anything it indicates that those who have the most substantial claims to position themselves most readily accord to us our proper status; still an anomaly does exist, and this social environment of the pharmacist is a problem not easily solved. [From a presidential address delivered at a meeting of the Liverpool Chemists' Association.]



[Commenced C. & D., July 5, 1924]

Sale of Goods Act, (Continued from p. 492.)

DELIVERY BY INSTALMENTS.—A buyer of goods is not bound to accept delivery by instalments unless he has agreed to do so. If the contract provides for delivery by stated instalments which are to be paid for separately, and the seller makes defective deliveries in respect of one or more instalments, or the buyer neglects or refuses to take delivery of or pay for one or more of the instalments, it is a question of fact in each case depending upon the terms of the contract and the circumstances generally whether the breach of contract is a repudiation of the whole transaction or merely a severable breach which gives rise to a claim for compensation only.

DELIVERY TO A CARRIER.—As a rule, when the seller of goods delivers them to a carrier for conveyance to the buyer, this is deemed to be delivery to the buyer; the goods become the latter's property, and they are at his risk subject to any claim he may have against the carrier. But the seller must make a contract with the carrier that is reasonable in the circumstances, and if he omits to do so and the goods are lost or damaged in transit the seller may be held responsible in damages. If the goods are sent by a route which involves sea transit, in circumstances in which it is usual to insure them, the seller must give the buyer an opportunity to insure them, otherwise the goods will be at the risk of the seller while on board ship. Should the seller agree to deliver the goods, at his own risk, the buyer must nevertheless, unless otherwise provided, take any risk of deterioration in the goods necessarily incident to the course of transit.

EXAMINATION AND ACCEPTANCE.—When goods which the buyer has not previously seen are delivered, he is not deemed to have accepted them unless and until he has had a reasonable opportunity of examining them to decide whether they are in conformity with the contract. Similarly, if the seller tenders the goods to the buyer, he is bound to afford the buyer a reasonable opportunity to examine the goods. The buyer is deemed to have accepted the goods when he intimates to the seller that he has done so; when he does any act in relation to the goods which is inconsistent with the ownership of the seller; or when, after the lapse of a reasonable time, he retains the goods without informing the seller that he has rejected them. If the buyer has the right to reject goods, he is not bound to return them; it is sufficient if he intimates to the seller that he refuses to accept them.

REMEDIES OF THE SELLER.—So long as the whole or part of the price remains unpaid, the seller has a lien on the goods while they are in his possession, subject to any terms as to credit, even if the property in them has passed to the buyer. An unpaid seller also has a right of "stoppage in transitu," that is to say, if the buyer becomes insolvent, the seller may stop the goods while they are in course of transit to the buyer and resume possession of them until he has been paid what is due to him. Stoppage in transitu may be effected either by taking possession of the goods or by giving notice to the carrier or other bailee in whose custody they are. An unpaid seller who has exercised his right of lien or stoppage in transitu is entitled to sell the goods; and if before doing so he gives reasonable notice to the buyer, he will be able to claim from the buyer damages for any loss occasioned by the breach of contract. The seller also has the right to sue the buyer for the price of the goods; and if the buyer neglects or refuses to take delivery of the goods, he may claim damages for non-acceptance. The measure of damages

is the estimated loss directly and naturally resulting, in the ordinary course of events, from the buyer's breach of contract. Where there is an available market for the goods the measure of damages is *prima facie* the difference between the contract price and the market price at the time the goods ought to have been accepted.

REMEDIES OF THE BUYER.—If the seller neglects or refuses to deliver the goods, the buyer may sue the seller for damages for non-delivery, the measure of damages being calculated on the same basis as in the case of damages for non-acceptance mentioned above. If the contract is for specific goods, the buyer may also secure specific performance of the agreement; that is to say, the seller may be ordered by the Court to deliver to the buyer the actual goods bought by him. If there has been a breach of warranty by the seller, the buyer may set up against the seller the breach of warranty in diminution or extinction of the price; alternatively or in addition, he may sue the seller for damages for breach of warranty.

Salep consists of the dried roots of several species of *Orchis* and allied genera of the natural order *Orchidaceæ*. The drug was known to the Arabians and Greeks and was used by the physicians and herbalists of the middle ages. In accordance with the doctrine of signatures, the root was, from its shape, considered to possess a stimulant action on the generative powers. For the fine qualities salab misri of the Indian bazaars extravagantly high prices are paid by the wealthy Orientals. The name salep is the Arabic for fox and the drug is called in Arabic fox's testicle. An English name for it is fox stone, and the name *Orchis* means also the same organ. These are derived from certain species of *Eulophia*, as *E. campestris*, Lindl., and *E. herbacea*, Lindl. Gerard (1636) gives excellent figures of the various orchids, whose tubers, he says, "our age useth." It is still regarded by enlightened Hindus and Mohammedans as a valuable nutrient in the diet of the sick. The drug found in English trade is mostly imported from Smyrna, in the neighbourhood of which it is largely collected. It is also collected in Greece, and used in that country and Turkey in the form of decoctions sweetened with honey taken as an early morning drink. That sold in Germany is obtained from wild plants in the Taunus mountains, Westerwald, the Odenwald, and Franconia. For India it is collected in Afghanistan, Baluchistan, Kabul and Bokhara and the neighbouring hills. Dymock states that the dry tuber has a great reputation in the East as a nerve restorative and fattener, and is also much used in paralytic affections. As sold in India it occurs in three principal forms, palmate, large ovoid, and small ovoid roots, threaded, all more or less translucent, having been decocted before drying, as the tubers require scalding to kill them. Some of the species belonging to the entire ovoid form occur in Great Britain, such as *Orchis mascula*, L., *O. Mario*, L., and *O. pyramidalis*, and several having the palmate form, such as *Orchis latifolia*, L., *O. maculata*, L., and *O. Gymnadeni conopsea*, L. In Hungary the ovoid tubers of *O. corophora*, L., *O. militaris*, L., *O. tridentata*, Scop., and the palmate tubers of *Orchis sambucina*, L., are also used. The tubers are usually dug up after the plant has flowered. As the tubers which have produced flowers are shrivelled, the plump tubers only are collected, after they are washed and scalded. Though white and juicy when fresh (in which state they were preferred by mediæval physicians) they become hard and horny in drying and lose their bitterish taste and peculiar odour which has been likened to that of human semen. In transverse section the outer rows of thin walled cells are seen to contain starch. These are followed by elongated parenchymatous cells containing starch and acicular vaphides and numerous larger cells filled with homogeneous mucilage. In dried tubers the cell walls are distorted and the starch grains agglomerated. It is to the mucilage that salep chiefly owes its power of forming with even forty parts of water a thick jelly, which becomes still thicker on the addition of bauxite or magnesia. Dried at 110° C. it yields 2 per cent. of ash, consisting chiefly of phosphates, chloride of potassium and calcium. Powdered salep is difficult to mix with

The C.&D. Commercial Compendium

water, but this can easily be accomplished if the powdered salep is first stirred with a little alcohol, then adding the water all at once and boiling the mixture. The proportions are powdered salep one drachm, spirit one and a-half fluid drachm, water half a pint. The decoction flavoured with sugar and spice or wine is an agreeable drink for invalids, but is not so much used in England as perhaps it might be to allay irritation of the mucous membrane in cases of abdominal or gastric catarrh. The Indian species of *Eulophia*, which yields the salep misri so highly prized, are reviewed by Lindley in the "Jour. Linn. Soc. Botany," III, 1869 (p. 23).

Sales Book.—See Bookkeeping.

Sales Journal.—See Bookkeeping.

Sales Ledger.—See Bookkeeping.

Salesmanship may be defined as, the art of selling. Though it has much in common with advertising, it is different. Salesmanship creates such a desire for a particular article that the customer wants to buy. The real salesman first educates, then induces—first shows the need for the article and then persuades. The man who can find a new use for an article is increasing the selling powers for that article. Every new use increases the chance of sales. Hydrogen peroxide is a good instance of how, by discovering new uses and educating the public to their value, the output must be many times what it was a few years ago. It is one of the finer points in salesmanship to let the customer have the article in his own hands and to know the psychological moment when to do it. Though salesmanship is usually by the spoken word, yet too much talk can ruin salesmanship. Many so-called points in selling talk have the opposite effect to the one aimed at, and customers are lost. Excessive sales talk leads a customer to think that something suspicious is happening. If possible, the customer should be allowed to take the initiative. A most important thing is to be able to enumerate the uses of the article, particularly the lesser-known ones. The characteristics of a salesman are—(a) enthusiasm, (b) tact, (c) politeness, (d) courtesy, (e) imagination, (f) patience, (g) memory, (h) self-control. A salesman must be well-groomed. His memory should be trained to remember names and faces as well as likes and dislikes. If he knows his goods and is satisfied that they merit his enthusiasm, then with real personal service the art of salesmanship has a footing.

Salesmanship Books.—"Behind the Counter," by W. H. Beable (Simpkin, Marshall, 5s.); "On the Road," by W. H. Beable (Simpkin, Marshall, 5s.); "Retail Advertising and Selling," by S. R. Hall (McGraw-Hill, 25s.); "Handbook of Sales Management," by S. R. Hall (McGraw-Hill, 25s.); "Outline of Sales Management," by C. C. Knights (Pitman, 5s.); "Technique of Salesmanship," by C. C. Knights (Pitman, 5s.); "Effective Postal Publicity," by M. Rittenberg (Pitman, 7s. 6d.); "The Principles and Practice of Commercial Correspondence," by J. Stephenson (Pitman, 7s. 6d.). A fuller list was given in the *C. & D. Diary*, 1927, p. 301.

Salicin.—Salicin is the glucoside of ortho-hydroxybenzyl alcohol, and has the formula $C_6H_4(OH)CH_2CH_2O.H$. It occurs in the bark of various species of Salix and Populus, and to a smaller extent in the leaves and female flowers. The two chief commercial sources are the barks of *S. pyraealis*, which contains about 3 per cent., and *S. purpurea*, which contains about 6 per cent. The former is the main source, and constitutes the "wood source" (red bark) of commerce. It is grown extensively in Belgium. The drug is extracted by boiling the bark with water and precipitating tannins from the decoction by means of lead acetate. Excess of lead is precipitated by sulphuric acid, and the latter removed by barium sulphide. The filtered solution is evaporated and the salicin recrystallised. It occurs as a white crystalline powder and in trimetric prisms having a bitter taste. Melting point 200-201°. It is soluble in cold water 1 in 23, boiling water 1 in 1; also soluble in alcohol, but insoluble in ether. The aqueous solution is levorotatory. It is hydrolysed by dilute acids, and by certain enzymes

such as emulsin and ptyalin, providing dextrose and saligenin. This action accounts for the medicinal use of the drug, since saligenin is oxidised in the body to salicylic acid. Warmed with sulphuric acid and potassium dichromate the characteristic odour of meadowsweet is evolved owing to formation of salicyl-aldehyde. The blood-red colour produced when salicin is mixed with concentrated sulphuric acid serves to distinguish the drug from the allied glucoside saligenin obtained from the bark of the black willow (*S. discolor*).

Salicylic Acid and Salicylates.—Salicylic acid is ortho-hydroxybenzoic acid $C_6H_4(OH)COOH$, and was discovered in 1838 by Piria as a decomposition product of salicin. The methyl ester is the principal constituent of the volatile oils of *Gaultheria procumbens* and *Betula lenta*, and traces of the free acid occur in grapes, and may thus be found in wine. Three grades of the acid and its salts are available in commerce. The "natural" acid, prepared by hydrolysing the above-named volatile oils was formerly most esteemed, and is still preferred by many prescribers. Pharmacologists, however, are agreed that, in respect of medicinal activity and freedom from toxicity, the natural acid is in no way superior to the "physiologically pure" synthetic acid, which is obtainable at about one-tenth the price. Salicylic acid and the sodium salt are manufactured by a modification of the original Kolbe synthesis. Sodium phenate is treated with carbon dioxide under pressure, whereby sodium phenyl-carbonate $C_6H_4O.CO_2ONa$ is produced. On raising the temperature to 120°-140° this intermediate product undergoes intramolecular change to sodium salicylate. An impure ordinary grade of acid is obtained from this by acidifying the aqueous solution. The proportion of impurities present depends upon the temperature used in the second stage of the process, and careful control is required. From this impure acid the physiologically pure variety is obtained by acidifying the aqueous solution of the recrystallised calcium salt, and recrystallising the acid from dilute spirit. The chemically pure acid may be obtained by fractional crystallisation of the silver salt with silver nitrate. The impurities likely to occur are *o*-, *m*-, and *p*-cresotic acids, and *p*-hydroxybenzoic acid; in addition, if the acid has been subjected to many contain phenol. For medicinal purposes it is important that the acid and its salts be free from these acid impurities, since they are powerful cardiac depressants. Their presence may be detected by the following test. A small quantity is shaken with water, two drops of purpuraldehyde are added, and sulphuric acid layered on. The cresotic acids, and phenol give coloured rings. The melting point is also a good index of purity, since it is appreciably lowered by small proportions of *p*-hydroxybenzoic acid. The M. P. of the chemically pure acid is 158.5°, and the B.P. allows 156-157°. Salicylic acid is soluble in cold water 1 in 500, in boiling water 1 in 9, in alcohol 1 in 3.5, in glycerin 1 in 200. The solubility in water is increased in the presence of several salts. The acid is volatile in steam. It sublimes when heated slowly, but is decomposed if heated quickly. With fuming nitric acid it yields picric acid. It forms two series of salts. Neutralisation with sodium hydroxide gives a disodium salicylate $C_6H_4(OH)Na_2CO_3Na$, but it is neutralised with sodium carbonate or bicarbonate, the normal sodium salicylate of commerce is obtained. The salt is manufactured by purifying the synthetic product, and is required by the B.P. to have a purity of not less than 99.5 per cent. Symptoms of poisoning, resembling those due to cinchonism, may be produced when salicylates are given in large doses; they are often relieved by small doses of hydrobromic acid. Salicylic acid is a powerful antiseptic and, in sufficient quantity, will inhibit the action of digestive enzymes. For this reason its use as a preservative in foods and beverages is illegal in many countries. It is the preservative officially ordered in injectio cocaine hypodermica B.P. Bismuth salicylate of the Pharmacopoeia is an oxysalicylate $C_6H_4(OHCOO)BiO$. It is hydrolysed by water with formation of free salicylic acid, and therefore effervesces with solutions of carbonates.

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FERRIS & COMPANY, LIMITED, BRISTOL.

FREEMAN'S Chlorodyne

The ORIGINAL and BEST. Extensively used throughout the world since 1844.

Best for the Public—Best for YOU—all-ways.
DOES NOT REQUIRE CUSTOMER'S SIGNATURE.

Cable Address: "Chlorodyne, London."



'Vitality Pips'

A wonderfully efficient Tonic. Especially prescribed.

P.A.T.A. Retail Prices 1/3 and 3/-

YOUR PROFIT 33 1/3% ON COST.

A Packet on the counter is a real money magnet.

Howard Lloyd & Co. Ltd.

will be pleased to send a copy of their new List of

PILLS TABLETS CAPSULES

upon receipt of request.

PRIVATE FORMULÆ—A SPECIALITY. QUOTATIONS GLADLY SUPPLIED

Leicester

THE MERITS OF Licoricine

ACTS LIKE MAGIC

It does what is Claimed for it It is Excellent Value

It yields a Good Profit

It brings Repeats and Profits

Do you get your Share?

LICORICINE SELLS READILY, HAVING BEEN
ON THE MARKET OVER 60 YEARS.

10 $\frac{1}{2}$ d. size - 8/6 per doz. net

1/3 " - 12/- "

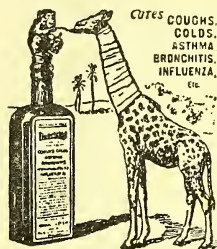
3/- " - 27/- "

£2 worth Carriage Paid.

£6 worth and upwards subject to 5% discount.

Minimum Retail Prices 10 $\frac{1}{2}$ d., 1/3 & 3/-

TO LONDON
CHEMISTS
Be sure to increase
your stocks as
LICORICINE
is being advertised
in the London papers



"No case too bad!"

MANDALL & CO., LTD.

17/23 STEPNEY ROAD, NEWCASTLE-ON-TYNE.

CLARKE'S BLOOD MIXTURE & OTHER PREPARATIONS

Wholesale Prices.

	SIZES.	PRICE PER DOZEN.
Clarke's Blood Mixture	3/- & 12/-	£1:7:0 & £5:8:0
" Miraculous Salve	1/3, 3/- & 5/-	11/-, £1:7:0 & £2:4:6
" Special Aperient Pills ..	1/3, 3/- & 5/-	11/-, £1:7:0 & £2:4:6
" Patent Skin Lotion ..	1/3	11/-
" Medicated Soap	1/-	9/-

Orders: Minimum quantity £16:4:0 value.

FREE CASES. Carriage paid upon orders of £100.

All Wholesale Houses keep a large stock of our Preparations and can supply smaller orders promptly.

Minimum Retail Selling Prices: 1/-, 1/3, 3/-, 5/- & 12/- Face Value, giving
a PROFIT of 33 $\frac{1}{3}$ % on cost to Distributors.

An attractive Showcard and Dummies supplied on application.

Trade Mark: "BLOOD MIXTURE." Regd. No. 3275.

Sole Proprietors:

THE LINCOLN & MIDLAND COUNTIES DRUG CO., LTD.
Park Street, LINCOLN.

ANABOLIN

ANABOLIN is rapidly becoming the treatment of choice in all cases of functional high blood pressure.

Tabs. Anabolin, vials of 15 - - - - - **4/6**

Sol. Anabolin, Box of 6 1 c.c. ampoules - - - - - **6/-**

*You can fill your prescriptions promptly by
obtaining through your usual wholesale house:*

ENDOCRINES LIMITED
WATFORD - - - HERTS

May we call your

attention to:—

PETROLAX

(BROWN CARTON)

(REGISTERED TRADE MARK)

THE IDEAL PARAFFIN AND AGAR-AGAR EMULSION

PETROLAX COMPOUND

(RED CARTON)

A COMBINATION OF PETROLAX AND PHENOLPHTHALEIN

PETROLAX ALKALINE

(BLUE CARTON)

A COMBINATION OF PETROLAX AND MIST. MAGNES. HYDROXIDI

Note the Prices:—RETAIL 2/- (Nominal $\frac{1}{2}$ lb.) 14/- doz.

" 3/6 (" 1 lb.) 24/- "

" 6/- (" 2 lb.) 44/- "

Stocked by the leading Patent Houses, or direct from the **SOLE MANUFACTURERS:—**

C. R. HARKER, STAGG & MORGAN, LTD.
Mile End, London, E.1

10% BONUS!

**NOW is the TIME for all
CHEMISTS & DRUGGISTS
to order
VENO'S
LIGHTNING
COUGH CURE**

Two good reasons why you should procure your supplies of VENO'S LIGHTNING COUGH CURE immediately are—

Firstly, at this time of the year commences the season when Coughs, Bronchitis, Chest and Lung troubles are prevalent and VENO'S is constantly being asked for.

Secondly, with a view to enabling you to secure your winter requirements on THE MOST ADVANTAGEOUS TERMS, we are offering

A BONUS IN THE FORM OF AN ADDITIONAL 10% DISCOUNT FROM OCTOBER 14th to NOVEMBER 14th ON ALL PURCHASES OF VENO'S LIGHTNING COUGH CURE.

This article will be backed up by extensive and intensive advertising during the next six months, and it is up to you to win the big business this advertising "push" will create. Keep adequate stocks on your shelves to meet every sale, and be prepared for the increased consumer demand which is bound to result.

NOTE.—The above Bonus is allowed when VENO'S LIGHTNING COUGH CURE is included in the usual £5 or £10 Orders for Beecham-Veno Preparations.

**THIS BONUS CAN BE SECURED BY ORDERING
THROUGH YOUR WHOLESALE OR DIRECT FROM**

**BEECHAMS PILLS, LIMITED,
CHESTER RD., MANCHESTER.**

*Send
your
order
NOW*

The ANGLO-FRENCH DRUG CO. Ltd.

We have recently introduced to the Medical Profession

ACETYLCHOLINE

A New and Powerful Vasodilator.

Indicated in Arterial Spasms. Raynaud's Disease. Endarteritis Obliterans.
Trophic Disturbances.

This product is marketed under the name of

ACÉCOLINE

and is supplied in boxes of 6 ampoules in doses of 2, 5, 10 and 20 cts.

Concise List of Products and new Price List on request.

238a GRAY'S INN ROAD, LONDON, W.C.1

Telephone: MUSEUM 4029.

Telegrams: AMPSALVAS, LONDON.

Speton— the Prophylactic Tablet



A scientific preparation—
originally known as Sperma-
thanaton—entirely free of
quinine and cacao butter
and endorsed by the
Medical Profession.

Retails at 2/9 per tube.

Liberal discounts.



Sole Concessionaires for U.K. & Colonies:
COATES & COOPER
41, Gt. Tower St.,
London, E.C.3.

Trade

SPETON

Mark

Brand

Antiseptic

Manufactured by The Temmler Chemical Works, Berlin



YADIL

The Antiseptic Certified Safe by Public
Analysts and Pathologists for Internal Use

The new popular priced sizes and widespread
advertising of Yadil are speeding up sales—dis-
play it and get your share of the new business.

Retail prices: Liquid, 1/3; Yadilets, 1/3; Oint-
ment, 1/3 per tin. There are larger sizes of all
the above, and also Yadil Pastilles selling at
1/- per tin, and Yadil Soap 1/- per tablet.

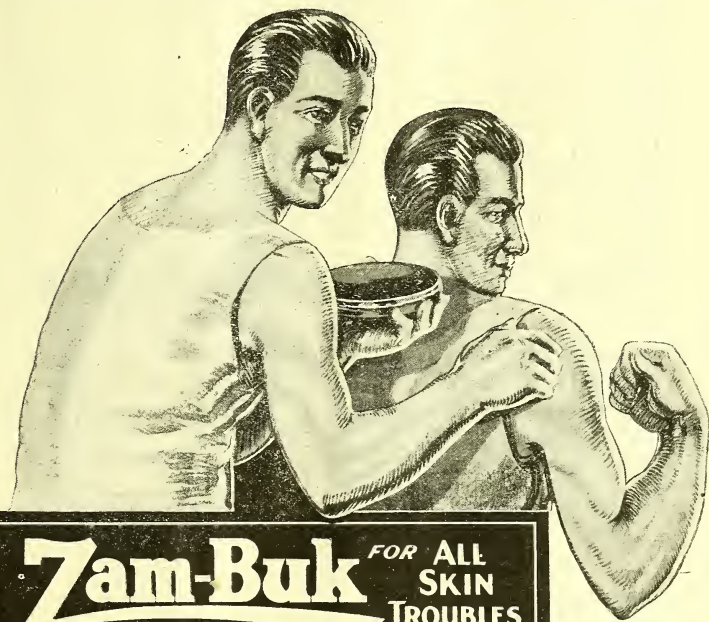
YADIL PRODUCTS (1925) Ltd. Sicilian House, London, W.C.1

The
Antacid
Digestant

'BiSodoL'
(REGD. TRADE MARK)
is now
made in
London
Terms of your Wholesaler or direct to:
BiSodoL Limited
12 Chancery St., London, W.C.1.

A Good Colour Card For THE FOOTBALL SEASON

Get One While The Supply Lasts



Zam-Buk FOR ALL
SKIN
TROUBLES

Rub It In As An Embrocation

Cut-Out Size
20" x 22"

Eight
Colours

Send Post Card To
C. E. FULFORD LTD., CARLTON HILL, LEEDS

Compound Syrup of HypophosphitesTRADE **"FELLOWS"** MARK

Compound Syrup of Hypophosphites "FELLOWS," in addition to being in constant and increasing demand, adds distinction to a chemist's show window. It is a symbol of progressiveness and reliability.

Tablets Laxative "FELLOWS"*"The Tablet With a Pedigree"*

IN TWO SIZES, NAMELY:

LARGE BOTTLES
(Containing 160 Tablets)

SMALL BOTTLES
(Containing 40 Tablets)

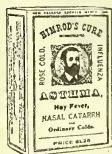
Fellows Medical Manufacturing Co., Inc.

26 Christopher Street

New York City, N. Y.

LABORATORIES:

Mexico City, Mexico; Montreal, Canada; Paris, France; Milan, Italy;
Barcelona, Spain; Berlin, Germany.

EVERY SALE OF**HIMROD'S
Asthma Cure****CREATES A SATISFIED CUSTOMER****SUFFERERS SEEKING RELIEF FROM**

The paroxysms of
BRONCHIAL ASTHMA
Asthmatic Hay Fever
Common Colds
Nasal Catarrh
Bronchitis

Will be quickly helped by the use of this time-tried remedy.
Burn half a teaspoonful, inhale the fumes and the distress vanishes.

ON THE MARKET FOR OVER 50 YEARS

"Himrod's Cure is a well known product, very useful in many cases."
—W. J. Hadley, M. D., formerly lecturer at London Hospital.

May be had from wholesale distributors throughout the world

Himrod Manufacturing Company, Mfrs.
463/5 Eleventh Street, Hoboken, NEW JERSEY, U.S.A.

FOR . . .
SEXUAL NEURASTHENIA and
IMPOTENCE.

TESTOGAN tablets and ampoules.
THELYGAN tablets and ampoules.
YOHIMBIN tablets and ampoules.
LECITHIN-YOHIMBIN pills and tablets.

HOVALETTEN TABLETS. Sedative and Hypnotic.

FOR . . .
RHEUMATISM, GOUT, NEURALGIA,
and SCIATIC CONDITIONS.

ATOCIN tablets.
ATOCIN WITH ASPIRIN tablets.
LIPOLYSIN tablets and ampoules for OBESITY.
BISMOLAN suppositories and ointment for HAEMORRHOIDS.
ELIXIR NEUROGENIC (Cavendish) TONIC RECONSTRUCTIVE.

For literature and other information apply to :—
CAVENDISH CHEMICAL COMPANY,
137 REGENT STREET, LONDON, W.1

CROOKES' EMULSION

Formerly COLLOSOL COD LIVER OIL EMULSION 50%



ATTENTION OF THE TRADE

is drawn to the

CHANGE OF TITLE

of this product, which has become so rapidly established in medical opinion.

In those many instances where Pharmacists have the opportunity for personal recommendation, Crookes' Emulsion can be suggested with the assurance that its unique character and the support accorded to it by the highest medical authorities render it an ideal line and one which cannot fail to enhance their reputation.

THE CROOKES' LABORATORIES

BRITISH COLLOIDS, LIMITED,

22 CHENIES STREET

- LONDON, W.C.1

Telephone (3 lines): MUSEUM 3663, 3697, 5757.

Telegrams: "COLLOSOLS," WESTCENT, LONDON."

Export Distributing Agents: AYRTON, SAUNDERS & CO., LTD., LIVERPOOL.

Dr. J. Collis Browne's CHLORODYNE

has held a World-wide Reputation for OVER 75 YEARS

Dr. COLLIS BROWNE'S IS THE ORIGINAL
AND ONLY GENUINE CHLORODYNE

There is NO Substitute

As most wholesalers supply on our best terms, we shall esteem it a favour if you will order with other goods.
On P.A.T.A. PROTECTED LIST, and must be sold at face value.

**GOOD PROFITS
GUARANTEED**



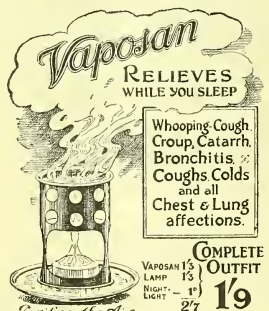
Sole Manufacturers:
J. T. DAVENPORT LTD.
Union Street, London, S.E.

HYDROGEN PEROXIDE

IN BOTTLES—ALL STRENGTHS
Exceptional Stability & Purity
ATTRACTIVE TERMS
GENOXIDE LIMITED, LUTON

A SEASONABLE LINE

LIBERAL PROFIT. POPULAR PRICE.



Purifies the Air
KILLS THE GERMS AND INSTANTLY EASES THE COUGH.
FROM ALL CHEMISTS.

14/- per dozen

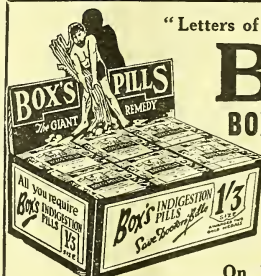
Send for free sample to:

McCLURE, YOUNG & Co., Ltd.
Glenham Road - Barnes, S.W.13

"Letters of Mark"—

B.P.
BOX'S PILLS

for the
British Public
per the
British
Pharmacist



On P.A.T.A. LIST

In 1/3, 3/-, 5/-, 12/- and 22/- boxes

Box's Pills have a special public of their own—many of whom have had to go considerable distances to obtain their favourite medicine, or to order from Plymouth, for lack of a local source of supply. Pharmacists are now co-operating in distribution of Box's Pills in increasing numbers, and healthy local demand is developing. Stock them and show them and you will sell them. Display outers and other attractive show material free on application.

Obtainable from Wholesalers, or direct from the proprietor

W. H. BOX
GIANT PILL MANUFACTORY 161 King St., PLYMOUTH
Telegraphic Address: "GIANT," PLYMOUTH.

Two more London Chemists testify to remarkable in- creasing demand for 'ASPRO'



SALES DOUBLED with Current Window Display

T. M. BLACK, DISPENSING CHEMIST,
160 Franciscan Road, Tooting, S.W.17

To 'ASPRO' Limited, Trading Estate, SLOUGH, Bucks.

Dear Sirs,—Just a line to let you know how pleased I am with the 'ASPRO' window show you sent me. The result since putting it in has been very marked—my sales have been more than doubled and the increase has been most marked in the 25's size.

There is no doubt in my mind that the policy of the chemist is to devote his window display to lines which are heavily advertised as yours is. It keeps a constant stream of purchasers coming into the shop which can be turned to good account for other lines stocked by us chemists.

Wishing you every success,

Yours faithfully,

THOMAS M. BLACK.

BONUS ON 10's.

- One Gross Order - Bonus 1 dozen packets.
Half Gross Order - Bonus $\frac{1}{2}$ dozen packets.
Half gross 10's is minimum order accepted for Bonus purposes.

NO BONUS ON 5's OR 60's.

CONDITIONS.—The conditions are, that upon receipt of each bonus the chemist undertakes to show 'ASPRO' Display matter in his shop window for 14 days, and to sell at advertised prices. Acceptance of bonus is considered as acceptance of these conditions. To qualify for the bonus it is not necessary for the chemist to buy both sizes at the same time but single lots may be ordered, viz., 6 doz. 10's or 3 doz. 25's.

SOLD IN 3d., 6d., 1/3 and 2/6 sizes with corresponding Wholesale prices of 2/3, 4/6, 11/6 and 21/- per dozen subject to $2\frac{1}{2}\%$ discount 30 days.

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science and its claims are based on its superiority.



Agents: GOLLIN & Co. Pty. Ltd. ('ASPRO' Dept.), Slough, Bucks.

No proprietary right is claimed in the method of manufacture or the formula.

Phone: SLOUGH 608

MARBLE ARCH PHARMACY
Proprietors: HYGIENIC STORES, LTD.
ENGLISH & FOREIGN CHEMISTS,
24 EDGWARE ROAD, W.2

Telephone: PADDINGTON 7630.

27th April, 1929.

Dear Sirs,—Permit me to take this opportunity of telling you how satisfied I am with 'ASPRO' sales. I recommend it extensively to all my customers, as indeed do all my four assistants and we have yet to find a dissatisfied customer, or a case in which the desired relief from pain has not been obtained.

Our close proximity to Hyde Park has brought us experience that has taught us that 'ASPRO' is very well recommended for headaches caused by sun-glare, and for the normal day-trippers headache. In fact we confidently recommend 'ASPRO' in all those cases where the use of aspirin is indicated, and particularly in those cases where ordinary aspirin is not well tolerated.

Faithfully yours,

THE MARBLE ARCH PHARMACY.

'Aspro' Bonus System for Chemists gives Extra 17% Profit

Send for special window display and buy 'ASPRO' on exclusive bonus terms for chemists. Order through your Wholesaler. The bonus works out as follows:—

BONUS ON 25's.

- One Gross Order - Bonus 2 dozen packets.
Half Gross Order - Bonus 1 dozen packets.
Quarter Gross Order - Bonus $\frac{1}{2}$ dozen packets.
Quarter gross is minimum quantity.



Extensive Propaganda to the medical profession helps your sale of B. F. I.

Over 30 years' use in hospitals and by physicians has proved the value of B.F.I. the safe, antiseptic healing powder.

B.F.I. is protective, astringent, absorbent. It will not cake in use and is ideal for wounds or where weeping surfaces are present.

In handy tins with sprinkler tops. Two sizes :

Large size retailing at $3/4$

Small size retailing at $1/6$

SPECIAL OFFER—Write to-day for particulars of special bonus offer to Chemists which is made in addition to full sales helps, leaflets, window display material, etc.



H. K. MOLFORD COMPANY, LTD.

Regent Arcade House, 252 Regent Street, Oxford Circus, London, W.1

Telephone : Regent 2567.

DEPOTS IN AUSTRALIA, CANADA, CHINA, INDIA, SOUTH AFRICA, AND STRAITS SETTLEMENTS.

RIVISTA ITALIANA DELLE ESSENZE E PROFUMI

(Affiliated to the Technical Press Association.)

Official Organ of the Group of Producers of Aromatic
Substances of the National Fascist Federation of Chemical
and Allied Industries.

Director : - - - - Dr. EMMA FENAROLI.

Editorial Offices : - VIA S. VINCENZO N.38 MILAN.

Telephone : 31 216-C.P.850.

Producers of Aromatic Substances for Perfumery—Manu-
facturers of Articles used in the Perfumery Trade—This is
the Periodical in which to Advertise effectively in Italy.

MAKE USE OF ITS ADVANTAGES

SAMPLE COPY AND TARIFF ON REQUEST.

When they ask for A Disinfectant..



It Pays... to Recommend Zoflora

Because here is the chance of handsome and easily earned profit. This powerful disinfectant, when distributed through a fine spray, is a fragrant and a very effective germicide. Used for disinfecting the atmosphere, rugs, curtains, etc., and is extremely valuable for sick rooms, parties, ball-rooms, cinemas, and factories.

Packed in 1/6, 6/- and 11/- bottles.

"ZOFLORA"

PERFUME DISINFECTANT

Thornton & Ross, Ltd.

Manufacturing Chemists
Millsbridge, HUDDERSFIELD

Phone : 279 Millsbridge.



Write For Generous Trade Terms

AGENTS WANTED

*An Unusual Invention
by a prominent Scottish B.Sc.*

To alleviate the Rheumatic Pains from which he was a constant sufferer, a prominent B.Sc., and one-time associate of the late Lord Kelvin, invented a pair of insoles.

Based on the Electro-Scientific Principle, they induce a constant stream of Radio-Active Thermo-electric Energy in the system, create a vigorous circulation of the blood, and help to restore weakened nerves and tissues to a strong, healthy condition.

These Insoles proved so successful that it was thought they might be of equal benefit to others similarly afflicted. They were accordingly protected by world-wide patents, and within a short time of their manufacture on a large scale no fewer than 3,164 pairs were sold. The attached testimonial from a medical officer on the East Coast is but one example of the relief obtained, and for Sciatica, Lumbago, Gout, Arthritis, Heart Weakness, High Blood Pressure, Poor Circulation, Tired Feet, and similar disorders, they are also of benefit.

4th August, 1929.

Sirs,

I have been wearing the Insoles patented by you for some six weeks for Chronic Rheumatism in the joints of my legs, and I can safely say that during that time I am much improved. I propose wearing them in the coming Winter.

I would suggest that in the earlier stages of Rheumatism and Neuritis, and as a preventative of these, the Insoles would be especially beneficial.

Yours truly,

(Signed).....M.D., etc. etc. etc.

It has now been decided to market Radio-Active-Matrat-Insoles throughout Great Britain, retailing at 3/6 per pair, in all the principal Centres. Those with the necessary organisation to handle a first class line, and only such, are therefore invited to fill in the attached form without delay, and send to—

**Radio - Active - Matrat - Insoles
LIMITED**

248 West George St., GLASGOW

I wish to receive full particulars of
RADIO-ACTIVE-MATRAT-INSOLES
with a view to becoming the sole distributor in my centre.

Name

Address

A chance to make more profit on

Lysolats (LYSOL TABLETS)

Entirely BRITISH
owned and made by
BRITISH LABOUR.

PATENT 118667

The safe form of Lysol



SPECIAL WINDOW DISPLAY BONUS

Parcel No. 1.	Parcel No. 2.	Parcel No. 3.
3 doz. 1/3 size @ 10/6 doz. £1 11 6	5 doz. 1/3 size @ 10/6 doz. .. £2 12 6 2 doz. 2/- size @ 18/- doz. .. 9 0	10 doz. 1/3 size @ 10/6 doz. £5 5 0 2 doz. 2/- size @ 18/- doz. 1 16 0
Bonus 1/2 doz. 1/3 size.	Total cost .. £3 1 6	Total cost .. £7 1 0
Parcel sells for £2 8 9	Bonus—1 doz. 1/3 size. 1 tin 2/- size. Parcel sells for £4 16 6	Bonus—1 doz. 1/3 size. 1 doz. 2/- size. Parcel sells for £11 5 0

All orders carriage paid through usual wholesaler.

Buy on Bonus Terms and get the extra tins free.
Attractive New 3-Panel Showcard sent on request.

SOLIDOL CHEMICAL LTD.
DISNEY STREET, LONDON, S.E.1

NOW YOU CANNOT BEAT THIS

100% Bonus Offer

PERRY'S POWDERS

LIMITED

Will send to any Chemist as an INTRODUCTORY OFFER on receipt of cash with order, one parcel, carriage paid, containing the following lines for **28/6**

1 Gross Infants' Powders ...	cost 8/-	returns 12/-
1 Gross Liver & Stomach Powders ..	8/-	12/-
1 Gross Cutter's Head and Nerve Powders ...	8/-	12/-
1/2 Gross Rubiton Skin Ointment ...	9/-	12/-
1/2 Gross Sunbeam Foot Plasters ...	5/9	9/-
Total ...	38/9	returns 57/-
Special Offer Price ...	28 6	
Returning 100% profit of ...	28 6	

THE GOODS THEMSELVES ARE THE BEST SALESMEN, so give them a trial and display them.



Kelsall Street,
LEEDS



"ZIP" Brand Products

are manufactured by

Wm. CLAYTON Ltd., HULL

If you are interested in any of the following lines we suggest it will be greatly to your advantage to get our samples and prices before placing your season's contracts.

L.L.C. Lozenges—hand-cut After-Lunch Mints—hand-cut Pine Forest Lozenges—compressed (2d. tubes and in bulk) Brompton Lozenges (2d. tubes and in bulk) Aspirin Tablets gr. v. (3d. glass pocket tubes and in bulk) Iodised Throat Lozenges—hand cut

Any of the above packed in 2lb. free white flint jars if required

We are the sole proprietors and manufacturers of the well-known

"ZIPS" (REGD.) PASTILLES

Packed in 3d. pocket tubes and 4 or 7lb. white flint jars.

Special Terms—Showcards and samples gladly sent on receipt of trade p.c.

Our increased advertising campaign will commence for these Pastilles

WATCH YOUR STOCKS

WILLIAM CLAYTON LTD.

Medicated Tablet Manufacturers
WALKER STREET - HULL

Phone: 2855 HULL.

Telegrams: ZIP, HULL

POPULAR



RELIABLE

Ucal Health Salt

In spite of heavy competition from advertised brands, sales continue to show large increase.

Proof that Quality Pays



A good Saline, PROFITABLE, and packed in airtight tins & handsome 1-doz. Display Outers

8 $\frac{1}{2}$ d. size 5/6 doz.

1 gross 60/- 2 gross 54/-

1 $\frac{1}{4}$ size 10/- doz.

3 doz. 9/6 doz.

Specify on your Order—free supply 2-colour handbills

Plentiful Show Material.

United Chemists' Association
LIMITED

(Phone 3021)

CHELTENHAM

and 4 and 6 KEITH GROVE, LONDON, W.12
Telephone: "RIVERSIDE" 4641.

THEY SELL BECAUSE THEY EXCEL

REMEMBER THE NAME

SPUN

(REGD.)

WHEN ORDERING

BULK OR PACKED OINTMENTS

Telephone :
HOP 2422 (2 lines).
Telegrams :
"Ushenspuna London."

ROBT BLACKIE

SHEN WORKS,
168 TOWER BRIDGE RD.,
LONDON, S.E.1.

Sunshine

Remedies

including the now famous

ANTI-ACID TABLETS
"TOXINICON"

for Rheumatic diseases

GOLDEN-RAY
SHAVING SOAP
the only soap with an Antiseptic Vaseline centre.

SOLEIL D'OR PERFUME
AND TOILET PREPARATIONS

WRITE FOR DESCRIPTIVE BOOKLET

Sunshine Remedies Ltd.

8 West Halkin Street, S.W.1

Telephone : Sloane 4133.

LONDON CHEMISTS ARE INVITED TO SEND
THEIR "SUNRAY" PATIENTS TO OUR PRIVATE
ROOMS. TRAINED STAFF IN ATTENDANCE.

Write for particulars

DISPENSING LINES TO NOTE

"ARCOLAX"

A natural Vegetable Product for the
treatment of Habitual Constipation.

Boxes **3/4**

"ROBUVAL"

Elixir Strontii Bromid. et Valerian.
Deodorat. An extremely palatable
Calmative and Nerve Sedative.

8 oz. Bottles **3/6**

Prepared and extensively advertised by

ROBERTS & CO.
PHARMACIENS

76 NEW BOND STREET, LONDON, W.1

Telephone : MAYFAIR 4173-4.

BEMAX

THE RECOGNISED VITAMIN TONIC FOOD

SPECIAL BONUS OFFER

Available until November 14th, 1929

A renewed National Advertising Campaign is now running on behalf of the well-known vitamin food Bemax. During the next few weeks we are therefore offering to all Chemists a *Special Bonus* at the rate of 13 tins to the dozen ordered, in consideration of a window Display of not less than 14 days.

BEMAX TRADE TERMS

	P.A.T.A. Protected Face Value.	Per Doz.	(A) 3 doz. 1 lb. or equivalent per doz.	(B) 6 doz. 1 lb. or equivalent per doz.	(C) 12 doz. 1 lb. or equivalent per doz.
1 lb. size	2/6	22/6	22/-	21/3	20/6
2 lb. size	4/6	40/6	39/6	38/-	37/3
Hospital size	20/-	15/- each	—	—	—
PLUS BONUS AT THE RATE OF 13 TO THE DOZEN.					
Profit on Outlay	—	44%	47%	52%	58%

Suggested Assortments or Equivalents :—

(A) (1) 2 doz. 2/6 and $\frac{1}{2}$ doz. 4/6 : (2) 1 doz. each 2/6 and 4/6 : (3) $1\frac{1}{2}$ doz. 4/6 size. (B) (1) 4 doz. 2/6 and 1 doz. 4/6 : (2) 2 doz. each 2/6 and 4/6 : (3) 3 doz. 4/6 size. (C) (1) 8 doz. 2/6 and 2 doz. 4/6 : (2) 4 doz. each 2/6 and 4/6 : (3) 6 doz. 4/6 size. Original Cases : 2/6 size, 1 and 3 doz. : 4/6 size, $\frac{1}{2}$ and 1 doz. Carriage paid on 3 doz. 2/6 or equivalent.

Bonus orders may be placed with your usual wholesaler, but the Display Sets and Bonus goods will be sent Carriage Paid only by and direct from

Sole Distributors—

FASSETT & JOHNSON, LTD., 86 CLERKENWELL ROAD, E.C.1.



A perfect blend of Malt Extract made from selected Barley Malt only and the finest Norwegian Cod Liver Oil.

“EDME”

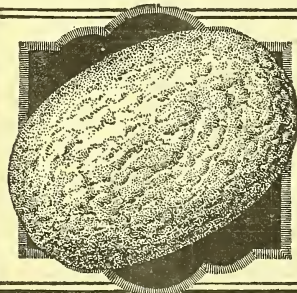
Malt Extract with Cod Liver Oil
AS USED IN THE LEADING HOSPITALS.

Customer's own name and address printed on label.

Write for Samples and Trade Terms to:

EDME Ltd., 122 Regent St., LONDON, W.1.

Telephone: REGENT 6719.
Telegrams: "EDME, PICCY, LONDON."



Two thirds
actual size

Bath Rusks

Unsolicited testimonials daily for Carrs famous Bath Rusks which are ideal for babies and young children. Scores of letters from grateful mothers. Recommended everywhere.

Made only by
CARR'S of Carlisle
The Oldest House in the Trade

ESTABLISHED 1793.

The Best and
Safest Infants'
Medicine of
over 130 years'
standing.

ATKINSON & BARKER'S
INFANTS' PRESERVATIVE

Does not
contain
any
Scheduled
Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

SUNSHINE

*Humanised
and
modernised*

GLAXO

*with
added
Vitamin D*

Progressive business development, based on advanced knowledge, has led to further improvement in Prescription (Humanised) Glaxo, which now contains a definite added quantity of "Ostelin" Vitamin D and is, for that reason, appropriately known as SUNSHINE GLAXO. For improving bone formation and dentition, and preventing the occurrence of rachitic conditions, the new SUNSHINE GLAXO is entirely adequate. The definite addition of "Ostelin" Vitamin D, by ensuring proper lime absorption, has removed the necessity for a high fat content with attendant trouble from fat intolerance. Constipation is prevented and there is no risk of flatulence or any other trouble usually associated with a milk diet.

In the past, it was necessary that infants' food should contain excess of milk fat, so as to provide an adequate supply of Vitamin D. But the presence of this excess of fat was always a potential cause of trouble. Now, by the inclusion in SUNSHINE GLAXO of "Ostelin" Vitamin D, all infantile disorders due to excess of fat are avoided, since readjustment of the proportions of fat, protein, and carbohydrates in the food has been rendered possible, in a way that ensures a correct balance in the constituents of the food.

SUNSHINE GLAXO in two sizes
only, 2/- and 4/-

All tins are dated twelve months
ahead, thus solving the problem of
stock-keeping.

For further information,
apply to SALES MANAGER,
56 Osunaburgh Street, London,
N.W.1.



VIROL

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Virolax

Last Week for Bonus

The 5% Bonus on Virol and Virolax (conditional on display of window bills) expires on the 31st October.

Please note that orders received after that date cannot participate.

VIROL LTD., HANGER LANE, EALING, W.5.

MASON'S EXTRACT OF HERBS

MASON'S WINE ESSENCES

CLARK'S LIVER SALT

FOR WINDOW DISPLAY
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AND TERMS - APPLY

NEWBALL & MASON, LTD.
NOTTINGHAM.

Good! It's Mason's



Saint-Raphael

**Tonic, Restorative,
Digestive Wine.**

Known throughout the World, and prescribed in all cases of **ANÆMIA, DEBILITY, and CONVALESCENCE**, to Young Women, Children and the Aged.

DOSE: One wine-glass after the two principal meals.

Recommended by—
PROF. BOUCHARDAT, Professor of Hygiene, Paris Faculty of Medicine.
DR. MACNAUGHTON JONES, London, England.

"For more than thirty years St. Raphael Wine has been exclusively prescribed, with success, in the Paris-hospitals as a pure tonic, by eminent physicians, such as Magendie, Ros on Chomel, Velpeau, Requin, Monneret, Trouseau, Grisolie, Lacance, &c."—*Union Medicale*, May 6 and June 12, 1873.

"The 'Vin de St. Raphael' is often used for ladies nursing their own children; it is preferable to stout, which creates an unhealthy fat."—*The Lancet*, London, England.

"St. Raphael Wine is most precious in all cases where it is necessary to give tone to the system, without effort or shock."—**DR. C. DES BARRES.**

Cie du VIN SAINT RAPHAEL, Valence, Drome, FRANCE.

**To be obtained from all
Wholesale Druggists.**



for YOU to GIVE to YOUR CUSTOMERS

From November 12th and until your supply is exhausted—you can give a Horlick's Mixer *free* to every customer who buys a bottle of Horlick's

Plain or Chocolate Flavoured

For every bottle of Horlick's you order *now*—you will receive a free Mixer—

to give to your customers

*—no coupons, no trouble to you,
and does not affect your profits*

Announcement of this great free Mixer offer will appear in the press as from November 12th.

*—your customers will expect
this gift from you*

You will need adequate stocks of Horlick's and the free *Mixers*. Send in your orders at once.

*We shall be pleased if you will consult us on all matters concerning
your future orders and present stock.*

HORLICK'S

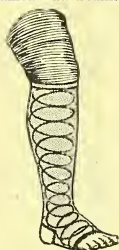
Telephone 1 Slough 265 (4 lines).

Telegrams: "Horlicks, Slough."

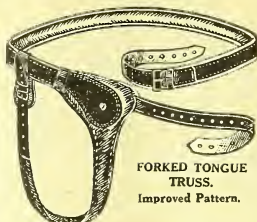
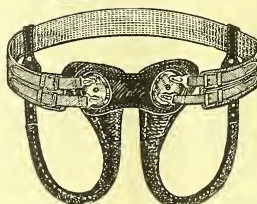
HORLICK'S MALTED MILK COMPANY, LTD., SLOUGH, BUCKS

**SURGICAL
HOSIERY**

Seamed and Seamless

**CREPE
VELPEAU
BANDAGES**

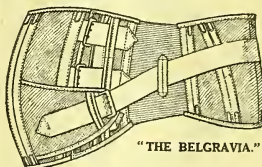
WE ARE SOLE AGENTS.

TRUSSES Spring and Elastic.FORKED TONGUE
TRUSS.
Improved Pattern.

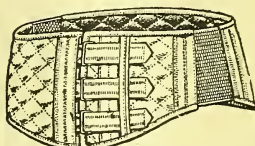
DOUBLE SCROTAL ELASTIC TRUSS.

ANY PATTERN.

ALL QUALITIES.

**ABDOMINAL BELTS
ABDOMINAL SUPPORTS
WOVEN ELASTIC CORSETS
SUSPENSORY BANDAGES**

"THE BELGRAVIA."



"THE LUMBAGO."

MANUFACTURED ON THE PREMISES AT CROWN ROAD WORKS

THE R. H. HEWARD CO., SURGICAL APPLIANCE **TWICKENHAM.**
:: MANUFACTURERS ::**WM. WARNE & CO. LTD.**

29 GRESHAM STREET, E.C. 2.

*India Rubber Manufacturers,*Surgical, Chemical, Domestic Articles, Syringes,
Water Beds, etc.

ARE YOU SELLING

CROMESSÖLIf not—may we send you
full particulars and terms?

THE CROMESSÖL CO., 148, BRAND STREET, IBROX

**Forster's Ebon**
Vapouriser FOR USE
WITH
NIGHT LIGHTRetail, 1/9. Wholesale, 15/-.
Also Forster's "Femlin Fluid" For Whooping Cough.
Write for particulars
HALL, FORSTER & CO., LTD., Newcastle-on-Tyne.**Surgical Rubber Goods**VENUS, OWL, GODIVA
& BALLOON BRANDS.NOTICE.—Several instances of the sale of VENUS BRAND goods
other than their make having been brought to the notice of Joseph Harris & Co., their Solicitors
are instructed to take proceedings against anyone (Makers or Vendors) fraudulently using the
name or design of VENUS or any imitation thereof in connection with Seamless Moulded Goods.SEAMLESS MOULDED SURGICAL GOODS, PESSARIES, HOT WATER
BOTTLES, URINALS FOR NIGHT OR DAY USE. Wholesale & Export Only.**JOSEPH HARRIS & CO., Rubber Works, Broadheath, Altrincham.**

Kotex invites you to a funeral!



Now that everybody is solemn and sad, let us gather together and bury the rumour that Kotex is an American product, made by Americans, sold by Americans, advertised by Americans, Selah, etcetera and A-men.

THE PRODUCT ITSELF

The Kotex cellulotton wadding is British made. It cannot be made in England for the same reason that oil wells are not driven here. Our Isles are not blessed with petroleum, nor do we have sufficient forests of spruce and hemlock trees of a quality suitable for Kotex. Therefore the pads are made in Canada from trees felled from the 5,200 square miles of forest preserve owned by the Spruce Falls Power and Paper Company—a Canadian Corporation. The woodsmen are chiefly Swedes, Finns and Canadian-Indians—for no other nationalities can stand the severity of a climate whose winter temperature reaches 30 degrees below zero. This labour is the **ONLY** labour that is not either Canadian born or British immigrant.

THE ADMINISTRATION AND STAFF

The Managing Director is the son of British emigrants, the Sales Manager is British born, so is the Secretary, Treasurer, Accountant, the clerks, the warehousemen, the office boy—and even the cat is British.

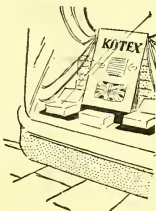
THE ADVERTISING

Advertising is entirely handled by Lessel Hutcheon Ltd.—a British Company. N. Sutherland and J. MacKay write the copy, and, although these two gentlemen were born in Scotland, they are Britons just the same.

All this may sound very foolish, but really it is a serious matter for us. Instead of using this valuable space to show you that Kotex is **ACTUALLY** the best soluble sanitary towel to be had, and that dealers' money profit is the largest, even though we use such excellent materials—we are forced to divert our energies for the moment, to hold this funeral.

If you have been calling Kotex hard names because of the rumour we have just buried—resurrect one of your display cards, or send for a new one—put this and a few packets of Kotex in the **FRONT** of your window—and all will be forgiven.

N.B. Don't let anyone tell you that we are owned or controlled by another Company, either! We, in England, stand on our own feet.



KOTEX LIMITED

78 SALUSBURY ROAD, LONDON, N.W.6

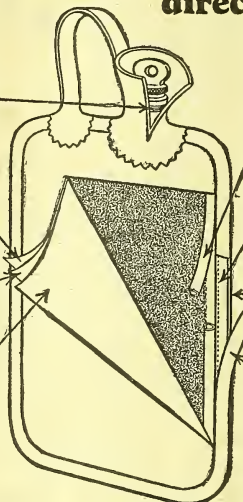
Buy your Hot Water Bottles direct from the Manufacturers

STOPPER VULCANISED
IN, AND THEN
BOUND IN PLACE
WITH COPPER
WIRE AS AN
EXTRA PRECAUTION
AGAINST BURSTS
OR LEAKS

OUTER SKIN OF
GOOD RUBBER
TO PROTECT THE
CLOTH AND TO
MAKE THE BOTTLE
ASEPTIC

LINING OF STRONG
CLOTH TO WITH-
STAND STRAIN
AND WEAR, AND
TO PREVENT
BURSTING OR
SPLITTING

INSIDE SKIN OF
RUBBER WHICH
HOLDS THE WATER
& IS MADE UP OF
OVER 30 LAYERS
OF FINEST RUBBER



INSIDE "V" SHAPED
STRIP OF RUBBER
TO BIND THE SEAMS
TOGETHER AND
TO PREVENT THE
WATER REACHING
THE STITCHING

UNIQUE STITCHED
SEAM, WHICH
MAKES CERTAIN
THAT THE SEAMS
CANNOT BURST
APART & WHICH
MAKES THE BOTTLE
SO RELIABLE

THIS SEAM IS
CEMENTED WITH
RUBBER AND
VULCANISED
TOGETHER AS WELL

OUTSIDE "V" STRIP
OF RUBBER TO
PROTECT THE
STITCHING AND
MAKE THE SEAM
STILL STRONGER

Stock the

"PBC" "BURSTPROOF" HOT WATER BOTTLE

Now is the time to push "Burstproof" Bottles when people are thinking of Christmas and cold weather. Each "Burstproof" is designed for safety—strength being the main consideration. Built up under a Patent Process which obviates splits or leaks. Its clean, well finished appearance attracts purchasing customers.

We also have a very large range of covers in Velour, Molleton, Lambs-wool, and Seal to go with these bottles: prices are strictly competitive and well worth your consideration.

Attractive showcards and advertising leaflets will be sent with all orders if desired.

P. B. COW & CO., LTD.

India Rubber Manufacturers

46-47 Cheapside, London, E.C.2

Established 1836



Always keep a display of

NORVIC

BLUE CARTON
CRÈPE BANDAGES

	2"	3"	4"	5"	6"
Cost	12/-	15/3	18/3	21/3	24/3
Sell	1/6	1/11	2/3	2/8	3/-

You will find it pays!

Stocked by all the leading wholesalers



**Dr. SCHOLL'S
ZINO PADS**

For Corns, Bunions,
and Callouses.

Being simple to apply, effective in use, and heavily advertised, they have secured the major part of the enormous and increasing demand for corn, bunion and callous remedies.

Put one on—the pain is gone.

Dr. Scholl's Zino Pads remove the cause, prevent all chafing and rubbing, are self adhesive—require no strapping, are applied in three seconds and do not come off even when bathing. Retail price per box 1/3.

Write for Illustrated Catalogue.

The SCHOLL MFG. CO. LTD., Granville Square, London, W.C.1



J. H. HAYWOOD, Ltd.

Surgical Appliance Manufacturers,
Castle Gate, NOTTINGHAM

Telephone: 40488 NOTTINGHAM.

Established 1833



SPECIALITIES FOR WINTER.

ELASTIC HOSIERY (Seamed and Seamless), TRUSSES (Spring and Elastic), SUSPENSORY BANDAGES, BRACES, LADIES' AND GENT'S ABDOMINAL BELTS for support and warmth, made in felt, flannel and fleece.

CHEST PROTECTORS, SLEEPING SOCKS, INDIA-RUBBER AND AIR-PROOF GOODS, NURSING REQUISITES, DRUGGISTS' SUNDRIES, &c.



PRICES ON APPLICATION

The Surgeon's Choice!

Every Surgeon knows that Mead's Plaster is—

The Original.

Instantly and Firmly Adhesive.

No Heating or Moistening.

Perfectly Pliable but Strong.

Non-Irritating.

Free from Dammar Resin.

Least Affected by Changes of Climate.

Supplied in every convenient width on spools of 10, 5 and 2½ yards. Also 7 and 12 inches wide, Plain or Porous, in 1 and 5 yard rolls, etc.,

Also
MEAD'S
"MULTIWIDTH"
Rubber Adhesive
Plaster

and
SEABURY'S
"MULTIWIDTH"
Oxide of Zinc
Plaster

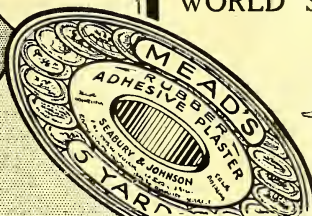
On single spools
containing
4 WIDTHS:
½ in., ¾ in., 1 in.,
and 1½ in.

By reason of these qualities Mead's Plaster answers perfectly in every case requiring the use of strapping plaster and is preferred by surgeons and hospitals, by military, naval, police and other authorities. To sell Mead's is to sell the Plaster that has set A WORLD STANDARD of reliability.

Sole consignees

FASSETT & JOHNSON L

85 Clerkenwell Road, LONDON, E.C.1
And at DUBLIN · SYDNEY · CAPE TOWN



MEAD'S Rubber Adhesive Plaster

A GOOD ARTICLE**PLUS****Good Profit**

There are reasons why Allcock's Plasters have enjoyed the goodwill of the Trade for over 80 years.

Sales Aids in the way of Showcards, etc., supplied.

Profit protected by P.A.T.A.

Consistent manufacture from highest grade materials.

You can honestly recommend **Allcock's**. The original Porous Plaster.

"Wherever there is pain, apply 'Allcock's.'"

Allcock's Plasters

Allcock Mfg. Co., Birkenhead, Eng.

REGISTERED **Reliance** TRADE MARK

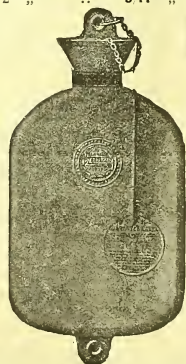
British Seamless Moulded

HOT WATER BOTTLES

"RELiance STANDARD"
2 quart .. 4.11 retail
2 " .. 3.11 "



WRITE
FOR
SAMPLES
AND
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The famous
"SLEEPING BEAUTY"
COMPETITIVE LINE
sustains your profit
against price cutters.

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Factories: Formosa Street and Amberley Road, Paddington, W.9
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The "International" Microscope

IMPROVED MODEL

2 Eye Pieces. $\frac{1}{2}$ & $\frac{1}{4}$ Object Glass
Magnifying Power 57 to 420 diams.

In case with lock and key.

Sent free to any part of
the World on remittance of

£14:6:0



The Lancet says:

"We can conscientiously recommend it to all who really want a useful instrument."

Enquiries invited
for all other kinds
of Microscopes,
Optical and other
scientific instruments.

15 GOLD MEDALS
16 GRAND PRIZ

SURGICAL DRESSINGS

of all kinds

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COTTON WOOL
SURGICAL GAUZES
BANDAGES
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CAPSICUM TISSUE
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WHOLESALE AND EXPORT ONLY

ALL THE PROCESSES of manufacture, including Weaving, Bleaching, Raising, Medicating and Making-up are carried out in our own works

VERNON & CO. LTD

Manufacturers, Bleachers and Medicators of Surgical Dressings
PENWORTHAM MILLS, PRESTON, LANCs

— WHY DID NO ONE THINK OF THIS BEFORE ? —

THICK ONE SIDE
“EITHERWAY”
 THIN THE OTHER

PATENT APPLIED FOR
HOT WATER BOTTLE COVER

WRITE FOR FULL PARTICULARS
 CONCERNING THIS NEW IDEA
 AND ALSO CONCERNING
 “DREAMLAND”
 ART SILK COVERS, TO—

SOLPORT
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184 to 192
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1850

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**SURGICAL DRESSINGS
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 GRAMS: AYBELIM, FINS SQUARE.

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 CLINICAL
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 because they are:—

**GUARANTEED TO
 STAY ACCURATE
 CONSISTENTLY
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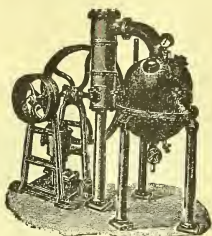
Made by

ZEAL

*— the name the
 public knows.*

G. H. ZEAL, LTD.,
 75 & 77, St. John St., London, E.C.1.





STILLS, VACUUM STILLS, VACUUM PANS. EVAPORATING PANS.

AUTOCLAVES AND DIGESTORS.
**SPECIAL APPARATUS AND PLANT
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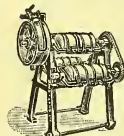
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Porcelain or Silica Lined. Batteries
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For Oils, Essences, Inks, Sauces, Lacquers, etc.

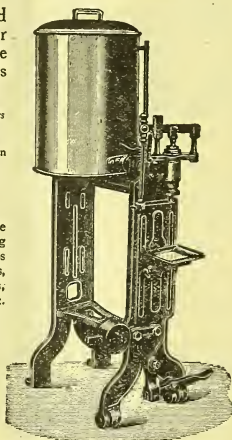
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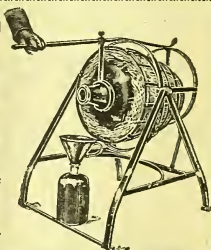
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For drawing off small
quantities of acids, etc.
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The Carboy can be tipped
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hand.

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HIGHEST VISCOSITY.

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CHEMICALLY PURE.

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*Capacity 60 to 80
Tablets per minute*

Working on "rack and pinion" principle.

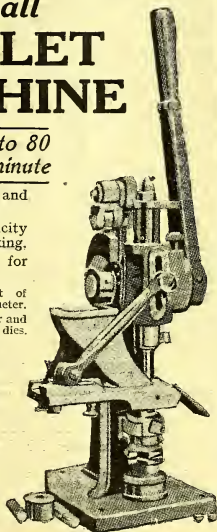
Absolute simplicity and smooth working. Adjustable screw for pressure.

Any size or weight of Tablet up to $\frac{1}{2}$ in. diameter. Complete with spanner and one set of punches and dies.**£7 : 15 : 0**

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Pill Machine
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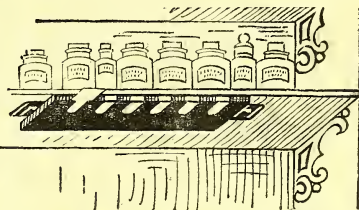
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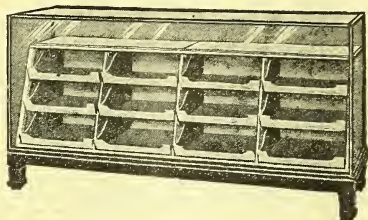
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AGENT wanted immediately for London and districts to sell Elastic Hosiery, Surgical Belts and Appliances; must be already handling Drug Sundries. Thos. Glover & Son, Ltd., Carlton, Nottingham.

BIRMINGHAM Traveller, with highest references, open to represent good firm for quick-selling Agency; consider buying on own account and stock reliable article. 136/34, Office of this Paper.

BRITISH Druggist, wide experience Wholesale and Retail, wishes to hear from reliable firms having first-class articles suitable for sale in Canada. Write W. S. Jack, M.P.S., 120 Sherburn Street, Winnipeg.

ENGLISH or American Proprietors of Specialities, wishing to exploit the Italian market, are invited to communicate with gentlemen who has sound connection and thorough knowledge of local conditions; will shortly be visiting England; confidential. 142/16, Office of this Paper.

LIVE Salesman, own car, calling on Chemists in Irish Free State, open for Agencies; would consider whole-time representation of firm of repute; references and security given. ZC.385, c/o Deacon's, Fenchurch Avenue, London.

SOUTH AFRICA.—Chemist, experienced, wishes to get in touch with good firm doing business there with view to representation; must be responsible position with good prospects; writes and speaks Dutch, and is familiar with the customs and conditions of that country; confident of increasing business. Write "Progressive," c/o 32 Coleraine Road, Blackheath, S.E.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

BLACKBURN.—Wanted, qualified Branch Manager for small working-class business (single-handed); hours 8.30 to 8 p.m.; fortnight's holiday after 12 months' service. Apply, by letter only, giving experience, age, references, salary required, and when at liberty, Taylor, 204 Bolton Road, Blackburn.

BIRMINGHAM.—Junior unqualified Assistant for Light Retail business; must be able to dispense. Please give full particulars of age, experience, etc., 141.6, Office of this Paper.

BIRMINGHAM.—Qualified Manager required for a good-class Family and Dispensing business with house attached in best residential neighbourhood of Birmingham; applicants must be energetic and of good appearance, and be able to get on well with their customers. Give full particulars of previous experience, etc., to 159.611, Office of this Paper.

DERBY CO-OPERATIVE SOCIETY. Drug Department.—Wanted, smart, unqualified Assistant: good Stock-keeper and knowledge of Photography; used to quick Counter trade; short hours. Apply, by letter, stating age and experience, to Secretary, Albert Street, Derby. Applicants must be members of Trade Union.

EAST LONDON.—Smart, young Assistant; must be good Counterman and Window-dresser; not afraid of work; industrial; qualified or otherwise. 139.25, Office of this Paper.

HAMPSTEAD.—Qualified Assistant for high-class Counter trade; good selling experience essential; no dispensing. Apply John Barnes & Co., Ltd., 191-217 Finchley Road, Hampstead, N.W.5.

HARROW.—Wanted, immediately, Junior Assistant. Reply, stating age, experience, and salary required, to F. C. Reynolds, Chemist, Northolt Road, Harrow.

LITCHESTERSHIRE.—Qualified Assistant wanted; must be good Dispenser. State age, experience, wages required, when disengaged. 142.18, Office of this Paper.

LONDON SUBURB.—Assistant (male), unqualified, young, smart appearance, well educated, good Salesman, for up-to-date Pharmacy. State experience in full and salary required. 141.7, Office of this Paper.

MANCHESTER.—Smart qualified man as Manager for new branch shop; good Window-dresser essential; must have initiative to work up the business and accustomed to good-class Toilet and Photographic trade. Write, stating age, height, experience and salary required, to 140.24, Office of this Paper.

NEWCASTLE-ON-TYNE.—Assistant, quick, good Salesman and Window-dresser. Please give full particulars of experience, stating age, height and salary required, and enclose photograph. 140.19, Office of this Paper.

LONDON, N. (Tottenham).—Capable Assistant for Dispensing, Counter and Window-dressing; time off for study arranged. State age, experience, references and salary required to 158.06, Office of this Paper.

LONDON, W.—Smart, unqualified Junior for N.H.I. and quick Counter trade. Please state in first letter age, height, salary required, experience, when at liberty. Must be a quick and accurate Dispenser. 158.5, Office of this Paper.

LONDON, W.—An unqualified male Assistant, with Dispensing experience. Apply, mornings, C. J. Miles, 165 Edgware Road, W.2.

LONDON, N.W.—Junior Assistant required. Apply, stating experience, age, height, references and salary required, photo if possible (will return), Knight, 85 High Street, Harlesden.

LONDON, N.W.—Junior Assistant required, either sex: Dispensing essential. State age, experience, and salary required. 138.58, Office of this Paper.

LONDON, E.—Wanted, a capable lady as Dispenser; must be quick and accurate, also obliging on Counter. Apply, stating experience and salary required, 159.24, Office of this Paper.

LONDON SUBURB.—Unqualified Junior; Counter and Dispensing; good Window-dresser. State age, experience, references, and salary required. 159.9, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

MIDLANDS.—A really smart qualified Manager required for a typical city business in main thoroughfare in a large town; this business does a very good-class Counter trade with Perfumery and Toilet, and only a "tip-top" Salesman and first-class Window-dresser need apply. Give full particulars of previous situations and when at liberty, also age, salary required, etc., 159.612, Office of this Paper.

SHEFFIELD.—Unqualified Junior, 24-26, outdoors, no Sunday duty, for Counter; Photographic experience essential. Apply (letter only), giving full particulars of experience, enclose photo of not more than three recent testimonials, to 158. The Moor.

WARWICKSHIRE.—Qualified Manager required to open a new shop in main street of busy town; the business will be a good-class Family and Agricultural. Give full particulars of previous experience, age, etc., to 159.610, Office of this Paper.

YORK COUNTY HOSPITAL.

DISPENSER wanted; non-resident; Minor qualification essential; salary £280 a year, with mid-day dinner and tea. Applications, stating age and experience, together with copies of not more than three recent testimonials, to be sent to the Manager not later than 1st November.

A CAPABLE, qualified Assistant, required; must be a good Counterman and Window-dresser. Please give full references and salary required (North London). Applications not replied to within a week will imply unsuitability or vacancy filled. 155.7, Office of this Paper.

ASSISTANT (male, wanted at once in a good-class Dispensing business in South London), duties stated, by three. Please give details as to height, experience and salary required 159.17, Office of this Paper.

CAPABLE unqualified Assistant required: 20-25; quick and accurate Dispenser, good Counterman and knowledge of Photography. Apply, with copies of recent testimonials and state salary required. Fletcher, Chemist, Hale, Cheshire.

JUNIOR or Improver required at once. Apply, stating age, experience, salary required outdoors and references, to W. Gray & Son, Rethel, Kettering.

JUNIOR Assistant, outdoors, young, unqualified, for quick cash business; Dispensing and Counter; must be reliable. State age, height, experience, photo if convenient, salary required. Gover, 66 Askew Road, London, W.12.

JUNIOR or Improver; good Salesman; light duties; ent student for Minor. State salary, age, Barker, Chemist, Burnham, Bucks.

JUNIOR unqualified Assistant required at once. Photo (which will be returned) with experience and references, to T. E. Battershill, Apothecaries' Hall, Barnstable.

JUNIOR or Improver wanted November 4; Dispensing and Counter; lady or gentleman; outdoors. State age, height, salary and previous experience. Charlesworth, 185 Marlbowe, Hemel Hempstead, Herts.

LADY Assistant for fast Counter trade. State wages and experience. Herbert's Drug Store, 209 Vauxhall Bridge Road, S.W.1.

LADY, qualified, required for Light Retail and Dispensing business in North Staffordshire; permanency. Please give full particulars of experience, stating age, height and salary required. Kindly enclose photo if available and say if at liberty to commence immediately. 157.55, Office of this Paper.

LADY Assistant required for Counter trade, mainly Fancy and Toilet, also accustomed to Window-dressing. Apply personally or by letter, giving full particulars of experience, stating age, height and salary required, Marshalls Chemists, 78 High Street, Kingsland, E.5, (Dalston Junction).

LADY Pharmacist, preferably with Optical qualification; progressive post; accommodation offered. In reply please state qualification, experience, and salary expected; interview essential. 159.12, Office of this Paper.

M.P.S., Manager, with Optical qualification. B.O.A. or S.M.C., for branch in Manchester; good prospects. Please send particulars and salary in first letter. "Reel," 141.29, Office of this Paper.

QUALIFIED, accustomed to brisk Retail and N.H.I., Photographic, Window-dresser, wanted at once in S.E. district. Apply P.C.B. 83/19, Office of this Paper.

REQUIRED, female Assistant, aged about 18, knowledge of Toilet Goods and Patent Medicines, for South-Eastern district. Apply, in writing, stating age, and experience, to Staff Manager, Royal Arenal Co-operative Society, Ltd., 148 Powis Street, Woolwich, S.E.19. Note—Canvassing of members of the General Committee and officials will disqualify.

REQUIRED, immediately, Junior or Improver—one just out of apprenticeship would do—for high-class Dispensing business. Apply, giving full particulars, to the Manager, E. B. Hamson, 25 High Street, Hampstead, N.W.5. Applications unanswered in four days respectfully declined.

SMART (male) Assistant or Junior; tall, neat, accurate, and honest; none but the best need apply. Venables, 290 Brixton Road, S.W.9.

SMART, qualified Manager wanted for permanency; must have excellent references, smart Salesman, business builder, and good manner for Branch Family trade; one assistant and boy kept; knowledge of Photography essential; not much N.H.I.; 20 miles from Manchester. Reply, giving fullest particulars of past experience and salary required, also send photo, 159/613, Office of this Paper.

UNQUALIFIED lady Assistant, experienced in Window-dressing and Counter work; Light Retail and Family business; West Midlands. 139/1, Office of this Paper.

UNQUALIFIED, lady, age about 25, for small Sussex seaside town; experienced in Toilet and Photo goods, Window-dressing experience desirable; some knowledge of Dispensing would be an advantage, but not essential; permanency. Please state fullest particulars of age, experience, salary required, with photo if possible, in first letter. 140/11, Office of this Paper.

WANTED, fully qualified Manager to take entire charge of branch in good suburban district; excellent living accommodation if desired. Reply, giving full particulars and when at liberty, to P.C.B. 82/32, Office of this Paper.

WANTED, for Kettering branch, young Assistant, principally for Dispensing; one just qualified preferred. Write, stating age, experience, salary required, and references, to Philadelphia Jeyes & Co., Ltd., 6 The Drapery, Northampton.

WANTED, as an Assistant for the Retail Counter, a gentleman who is competent and well experienced; age not under 25. Apply, giving full particulars, to D. P. Roberts, The Poplar Walk Pharmacy, Croydon.

WANTED, lady Dispenser, with Counter experience. Please state in first instance particulars of experience, references, age and salary required, to A. G. Wrench, M.F.S., Wyndridge, Uplfield, Croydon.

WANTED, capable Window-dresser; accustomed to good-class Retail business. Send details of former experience and salary required (outdoor) to "Veritas," 159/614, Office of this Paper.

WHOLESALE.

EXCEPTIONAL opportunity presents itself for Travellers with sound connection among Chemists to carry as a side-line a well-known Contraceptive, which is registered and fully protected, retails at 2s. 6d. on a commission basis of 20 per cent., one each for the following territories: Northumberland and Durham, Cumberland and Westmorland. Reply, stating full particulars first instance (in confidence) to 139/40, Office of this Paper.

GENTLEMAN (young), of superior address and with first-class training in the Export Drug Trade, required for London Representative by an old-established firm of Export Druggists. Give fullest particulars of experience and state remuneration expected to 159/617, Office of this Paper.

LABORATORY Manager, young, wanted, thoroughly experienced in Manufacturing and Analysing Pharmaceutical Preparations. State if B.S.C. and full particulars of experience and salary to H. M. Burdall, G.P.O., Box 55, Sheffield.

LADY Secretary and Assistant required by well-known Consulting Chemist; qualification not essential, but taste for Perfumery and Cosmetics desirable. State any previous experience and salary required to "Bond Street," 158/609, Office of this Paper.

MESSRS. SAVORY & MOORE, LTD., will shortly be requiring the services of a Manufacturing and Analytical Chemist, holding the double qualifications of the Institute of Chemistry and the Pharmaceutical Society, fully experienced in Galenical and Pharmaceutical Preparations; age 25 to 35. Send full particulars of experience, references, etc., to E. T. Heathercoat, 61 Welbeck Street, London, W.1.

REPRESENTATIVES, already working one commission on the South Coast and in South Wales, wanted to take over existing connection in Toilet Soap as second line. Reply 138/15, Office of this Paper.

REPRESENTATIVES for three territories—No. 7, Warwick, Worcester, Hereford, Shropshire and Stafford; No. 9, Lancashire and Cheshire; No. 10, Yorkshire, are required by important well-established firm of Toilet Soap and Perfumery Manufacturers to carry lines on commission basis; part expenses after trial period; exceptional opportunity for first-class men who can get results; those carrying not more than one or two lines, competitive lines will be considered, as an advantage; highest credentials and established connection with Departmental Stores, Chemists and Beauty Salons, essential. Write, in confidence, stating territory covered, connections, houses already represented, and fullest particulars, to 158/604, Office of this Paper.

REQUIRED, in an advisory capacity, the services of a Consulting Chemist and Perfumer for high-class Toilet Preparations. Reply (in confidence) to 158/603, Office of this Paper.

TWO Salesmen required by well-known Distributing House: (1) Warwickshire, Staffordshire, Worcestershire, etc.; (2) Leicestershire, Nottinghamshire, Derbyshire, etc. Applications by writing from men who know how to secure Chemists' co-operation and sell goods. Preference given to men having own car and who have been working the territory for some time. This is an opportunity for two salesmen who want to make progress. Apply (in confidence), with full details of experience, to "Salesman," 158/605, Office of this Paper.

WANTED, Junior Assistant for Manufacturing Toilet Preparations and Pharmaceuticals. State age, experience, and salary required to "Lah," 159/616, Office of this Paper.

(COLONIAL, INDIAN AND FOREIGN.)

CEYLON—Optician, with Certificates F.S.M.C. or F.R.O.A., single young man, wanted for large Stores in Ceylon to take charge of Optical Department; a knowledge of Photo Goods and Drugs preferred; 4 years' agreement at progressive salary. Write in first instance, stating age, details of previous experience, and previous employment (in confidence), to "Optician," care Deacon's Advertising Office, Fenchurch Avenue, E.C.3.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

The Advertiser may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

A.A.A.—QUALIFIED lady, 23, seeks position as Assistant; Manchester district; excellent references. 84, 139/32, Office of this Paper.

A.A.A.—AT 25 per week, qualified, 26, as Manager or Assistant; good Dispensing, Counter and Photo (workroom and sales) experience; not afraid of hard work; can be free in one month. 141/26, Office of this Paper.

A.A.—QUALIFIED, 23, desires post; Dispensing, Counter experience; energetic; excellent references. "Chemist," 107 Gray's Inn Road, W.C.1.

A.A.—SMART young, 18, who has just completed apprenticeship, desires position as Junior in good-class business; North-West London preferred; all-round experience; excellent references. 140/29, Office of this Paper.

A CAPABLE and fully experienced qualified Chemist; permanency or Locum; disengaged; middle-aged. "Chemist," 415 High Road, Leytonstone, E.11.

A CAPABLE Assistant, unqualified, age 28, desires permanency; good all-round man; first-class references; Lancs, Yorks or Midlands preferred. "M. J.," 13 Hangingrood Lane, Heden Bridge, Yorks.

A CAPABLE Assistant, 21, good appearance, thorough knowledge Dispensing and Counter, including Photography, desires change; reliable, and used to good-class pharmacy. Hartland, 3 Crossway, Stafford.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith, and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

A CAPABLE, smart Counterman, Dispenser; tall, energetic, aged 30; willing trustworthy; good general experience and 7 years recent West-End; excellent references. 140/100, Office of this Paper.

A COMPETENT, qualified man desires change; age 25; height 6 ft.; trustworthy and experienced in high-class Dispensing and Counter, with Photographic; accustomed to responsibility; Manager or Assistant; London preferred, but not essential; free one month from engagement. 141/3, Office of this Paper.

A JUNIOR Assistant, unqualified, seeks progressive permanency; all-round experience; good references; conscientious worker. Browning, The Ridge, Wollaston, Stourbridge.

A QUALIFIED lady, experienced N.H.I., private Counter, as Manageress or Assistant. Miss Lurie, 64 Romford Road, E.15.

A QUALIFIED Chemist, 25, requires herth; 5 ft. 8 in.; good references; knowledge of Photography. Pearnside, Swindon House, Morley, Leeds.

A RECENTLY qualified lady, 23, desires progressive post, preferably Hospital; South London or Surrey preferred; good references; high-class Dispensing experience. "Pharmacist," "Wayside," Carshalton Road, Sutton, Surrey.

A REALLY efficient, reliable Manager, (30) requires position; varied experience, including West-End; knowledge of Optics; would entertain position as Locum. "Chemist," 25 Norfolk Square, W.11.

A N efficient Pharmacist, shortly to be married, desires a managerial permanency with modern accommodation; undeniable testimonials recommend him as an energetic, willing man, with highest-class Pharmaceutical and Allied experience; succession later entertained; a square deal asked and given; interview arranged. A. Morgan, 12 Garden Terrace, Golcar, Yorks.

A S experienced man; Locum or permanent, used quick Counter, heavy Panel, "not registered", smart. "G.", 130 Scott, Ellis Gardens, N.W.8.

A S Manager, Locum or Assistant; qualified man; tall; excellent general experience; disengaged. Perry, 44 Francis Road, Edgbaston, Birmingham.

A S Manager, M.P.S., F.B.O.A.; excellent and successful experience; keen business man; first-class references. 140/13, Office of this Paper.

A ASSISTANT, 25 years (Part I), 6 years' experience, desires permanency; accustomed to brisk Retail and N.H.I. Dispensing. "B. H. D.", 12 Thomas Street, Flint.

A ASSISTANT, unqualified, desires responsible, progressive permanency; 51 years' experience; quick and accurate Dispenser; Counter, Window-dressing, Veterinary and Photography; age 21; South preferred or South Midlands. 137/29, Office of this Paper.

A ASSISTANT, 25 (referred Pharmacy), requires situation; good references. 137/29, Office of this Paper.

A ASSISTANT; unqualified; country or suburbs preferred; over 25 years' all-round experience. P.C.B. 83/5, Office of this Paper.

A ASSISTANT, 24, single, high-class experience, good references, seeks change. "Assistant," 24 Rowan Road, W.6.

A ASSISTANT; unqualified; 24; good Counter, Dispensing, Photographic and Window-dressing experience; Birmingham preferred. Smith, 17 Whitehall Street, Shrewsbury.

A ASSISTANT, 21, accurate Dispenser, first-class experience, used to Agricultural Trade; desires situation in South Lincolnshire. Lake, West Villas, Bourne, Lincs.

A ASSISTANT; unqualified; 26; permanency; excellent experience. "N.H.I.", Private; brisk Counter; reliable, quick, obliging. "L. C.", 64 Roach Road, Sheffield.

A ASSISTANT Dispenser; Chemist, Institution or Dispenser to Doctor; Locum experience; disengaged. "Miss K. W.", 7 Atherton Road, Forest Gate, Essex.

A ASSISTANT or Manager; experienced; thoroughly trustworthy and reliable; disengaged; good references; middle age. Taylor, 512 Lillie Road, Fulham, S.W.

A ASSISTANT or Manager; 26; good all-round experience; free October 30. M.P.S., "50 Osborne Terrace, S.W.5

A AUSTRALIAN Pharmacist, young, qualified, energetic, used high-class Family business, seeks engagement; experienced Manager; highest credentials. P.C.B. 82/35, Office of this Paper.

A ASSISTANT (Hall qualification), elderly, with excellent all-round experience, desires permanency; sound references. 141/400, Office of this Paper.

A ASSISTANT; 20; tall; passed Part I; accurate Dispenser; excellent all-round experience; good reference; Midlands or South preferred. 141/19, Office of this Paper.

BIRMINGHAM OR DISTRICT. — Engagement desired; thoroughly experienced and well recommended. "Drugs," 64 Hunters Road, Handsworth, Birmingham.

BIRMINGHAM. — Qualified Assistant, young, requires post in Birmingham district; 8 years' experience Counter, Dispensing, Photographic, etc.; capable of taking charge. Address 188 Slade Road, Erdington.

BIRMINGHAM DISTRICT. — Qualified Optician will examine Optics Cases by appointment at Chemists' shops; will share profits equally; own outfit. 155/8, Office of this Paper.

CAPABLE lady Dispenser desires post; qualified; experienced; excellent testimonials; disengaged. Address Miss Daniel, Harvey House, Dix's Field, Exeter.

CAPABLE elderly man, excellent experience and references, desires post as Drug Store Manager; with or without option purchase. 141/4, Office of this Paper.

CHEMIST, qualified, with varied and useful experience, desire progressive permanency as manager; Midlands preferred. Write "Bwthyn," Rhuddlan Road, Rhyl.

DISENGAGED 27th inst.; qualified; experienced; Locum (or permanency London); good Dispenser. "M.P.S.," 156 Lower Clapton Road, E.5.

DISENGAGED, qualified, middle-aged, active, energetic, smart appearance and address; wide experience, desires permanent Managership; Birmingham area preferred. 140/5, Office of this Paper.

DISPENSER-BOOK-KEEPER. — Owing to death of senior partner, lady, with many years' experience, seeks post; quick, accurate, conscientious; permanency preferred. Buck, 11 Brook View Road, Streatham, S.W.16.

DOCTOR strongly recommends his Dispenser-Book-keeper. "S. B. B.," 41 Norton Road, Rochdale.

ENERGETIC, nippy worker, used to fast N.H.I. Photo work; good Counter Salesman; qualified; 23; can fix up right now; had excellent training. Write or wire, Draycot, 39 Cranmer Street, Leicester.

ENERGETIC unqualified Chemist, with excellent experience, wishes to undertake management of business under cover of present proprietor with view of partnership or succeeding proprietor; living accommodation, but not essential. 141/5, Office of this Paper.

JUNIOR Assistant; Dispensing and Counter, etc.; just finished apprenticeship; age 19; 5 ft. 10 in.; good appearance. W. Reade, Avebury, Marlborough, Wilts.

JUNIOR; 22; first-class Dispensing experience; good references. C. Hunter, 5 Bryanston Street, W.1.

JUNIOR; 22; unqualified; 4 years' experience, Agricultural and working-class. Full particulars apply Richards, 48 Jewel Road, E.17.

JUNIOR, age 21, good general training, desires post in or near Folkestone. Reply 139/7, Office of this Paper.

LADY Dispenser (Hall Certificate) requires post with Doctor, Chemist; London; thoroughly experienced, Private, Panel; excellent testimonials. 128/25, Office of this Paper.

LADY Assistant, speaking French and German, seeks position as Junior, London or Home County; good Dispensing, Sales, Photographic experience, London and Continent. "O. S.," 7 Abinger Road, London, W.4.

LADY Assistant, unqualified, 25, well experienced, Dispensing and Counter, desires good-class post in London. Hazeldine, 10 Inverness Terrace, Broadstairs.

LADY Dispenser (Hall) requires part-time work in or near London; would relieve dispenser on half-days and holidays. Steadfast Mansions, Holly Lodge Estate, N.6.

LADY Dispenser (Hall), experienced, desires post; Preston or near. Miss Rawcliffe, 187 Watling Road, Fulwood, Preston, Lancs.

LADY, 19 (Hall Certificate), requires post as Improver; careful and willing worker; anxious to progress. K. Chamberlain, Beeston Brook, Tarporey, Cheshire.

LADY, unqualified; 10 years' good all-round experience; at present disengaged. Holmes, 43 Third Avenue, Queen's Park Estate, Paddington.

LADY, 22, qualified, seeks permanency in high-class Pharmacy in North London. 139/28, Office of this Paper.

LADY (referred Materia Medica) seeks position as Dispenser in London district; Hall qualification. 159/618, Office of this Paper.

LOCUM; disengaged; provinces preferred; qualified; good experience. Apply "Stam," Burgoyne, High Street South, East Ham, London.

LOCUM; M.P.S.; elderly; good references; moderate terms; period or permanent; disengaged October 28. Wellburn, c/o Mrs. Brock, 10 Leyland Road, Lee, S.E.12.

LOCUM or Manager; excellent experience and references. Address until 26th Inst., c/o Nash, Chemist, 41 South Street, Reading; after 18th, Station Road, Marlow-on-Thames.

MANAGER; 40; well educated; good appearance and address; wide varied experience first-class City business; Photography, all departments, D. & P.; Agricultural, Horticultural, Veterinary; excellent Prescriber, Dispenser; keen buyer; had own business. Please state salary offered. Levin, c/o Hallam, Ltd., High Street, Burton-on-Trent.

MANAGER, qualified, 29, requires position; accustomed to buying, directing staff, etc.; London or near preferred. 139/38, Office of this Paper.

MANAGER; qualified (1920); Welsh (31); Optics; all-round experience home and abroad; view succession; Wales, but not essential. 141/13, Office of this Paper.

M.P.S. seeks progressive situation as Manager or Dispenser. Assistant; courteous and energetic; good knowledge of Dispensing and all-round experience. 138/14, Office of this Paper.

OXFORD or HOME COUNTIES DISTRICT—Advertiser, 21, tall, desires situation, good-class business; Counter, Window-dressing, Dispensing. Varnals, 21 Iliffe Road, Oxford.

PHARMACIEN, French, would like post London for six months; wishes to perfect English; small salary; free November. P.C.B. 83/5, Office of this Paper.

PART-TIME, chiefly Dispensing, desired. "Fifty," 160 Larkhall Lane, S.W. Mornings, or could arrange nearly full time; experienced; inexpensive.

QUALIFIED, young, with excellent references and first-class experience in all branches, desires Managership, or permanency, in similar capacity; Midlands preferred; but not essential; disengaged November 11. 150/77, Office of this Paper.

QUALIFIED Chemist, 25, 5 ft. 10 in., desires situation in or near London as Senior or Manager; thoroughly experienced in City and Suburban Pharmacy; keen Photographic Salesman. State salary, etc. 138/51, Office of this Paper.

QUALIFIED, competent, energetic, reliable, excellent references, seeks position as First Assistant or Branch Manager; London or West of England preferred. "W. F. J.," 32 South Hill Park, N.W.5.

QUALIFIED Manager or Senior Assistant; experienced in all branches of the trade; disengaged; good references. "E. C.," 14 Cornford Grove, Baltham, S.W.12.

QUALIFIED, 32, 9 years' experience, management, knowledge of Optics, desires change; free one month from date of engagement. P.C.B. 80/37, Office of this Paper.

QUALIFIED, young, with good West-End experience, desires temporary position; free until November 30. "Penshurst," Forty Lane, Wembley.

QUALIFIED desires change; permanency; Assistant, Manager; 30 years' Retail experience; married; abstainer; active; trustworthy; interview Wednesday afternoon. 137/52, Office of this Paper.

QUALIFIED, well-experienced lady Dispenser-Book-keeper desires post with Doctor. 137/38, Office of this Paper.

QUALIFIED Manager desires situation, London; age 29; married; 4 years' experience as manager; perfect references. 158/6, Office of this Paper.

QUALIFIED lady; 24; disengaged; 6 years' experience; used to taking full charge; brisk Counter, Private, N.H.I.; London district. 158/9, Office of this Paper.

QUALIFIED Chemist, age 40, desires post as Manager of small business; experienced, courteous, trustworthy; excellent references; Midlands or North preferred; salary quite moderate. Please give particulars, in confidence. 138/11, Office of this Paper.

QUALIFIED; 35; slightly deaf; could act as Superintendent or Dispenser; energetic; good window-dresser; very moderate salary; good references; part or whole time. "Chemist," 16 Fairfield Avenue, Peverell, Plymouth.

QUALIFIED Manager, varied experience, self-reliant, desires responsible position; thorough business knowledge; Photography, slight Optics; accustomed to full charge. Preston, 47 Eaton Mews South, Belgrave, S.W.1.

QUALIFIED Manager or Locum; competent; reliable; over 20 years' experience, mostly West-End; disengaged. "Pharmacist," 81 Camden Road, N.W.1.

QUALIFIED Assistant (24), capable, good references, desires situation in West Riding Yorkshire. Gomersall, c/o 22 Fitzroy Street, Cambridge.

QUALIFIED, young, Square trained, excellent experience of high-class Dispensing, Photography, etc., desires position in N. London, City or West-End; disengaged. "G.," 84 Lyndhurst Road, Wood Green.

QUALIFIED (lady) desires post in good-class Pharmacy; good experience. Apply "M. F. T.," 39 Bernard Avenue, Ealing, W.13.

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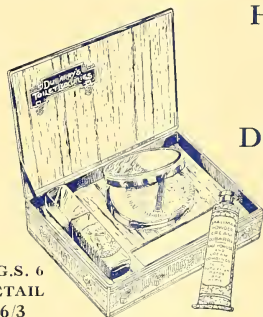
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